

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Volume 103

Meat Packing and Allied Industries

Number 15

OCTOBER 12, 1940



Invitation

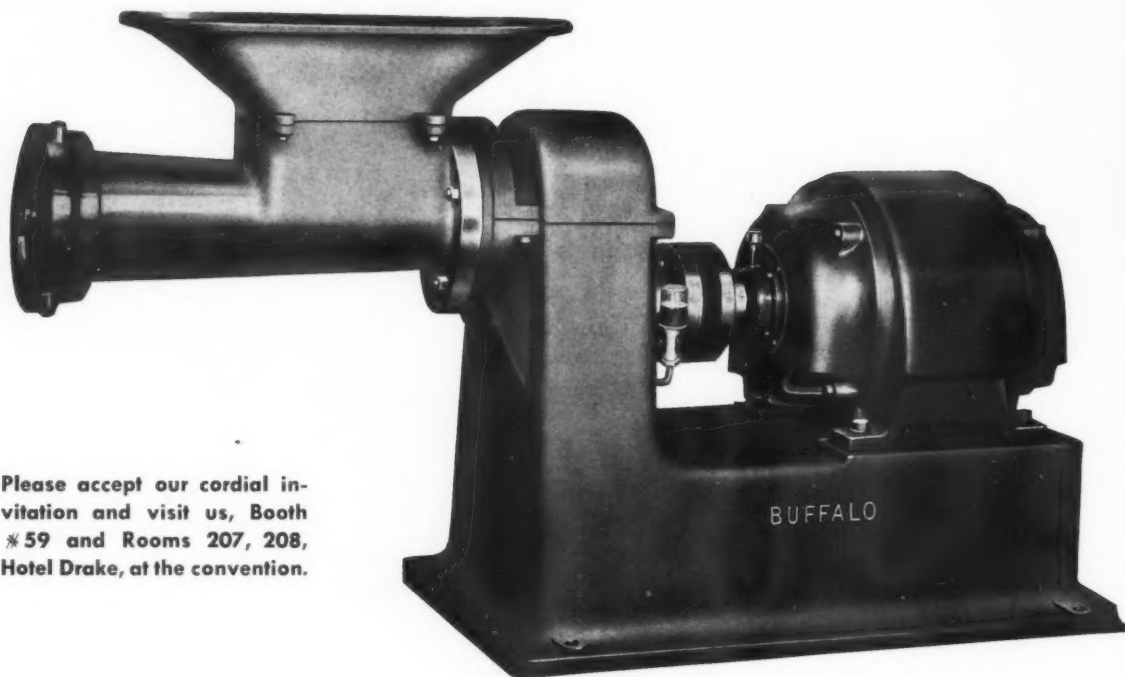
Club "TEE-PAK"
MEZZANINE - DRAKE HOTEL - CHICAGO

We extend our most cordial invitation to you to make complete use of Club "Tee-Pak" whenever you are at leisure—during the 35th Annual Meat Packers' Convention at the Drake Hotel. Club "Tee-Pak" will be on the mezzanine floor, Room M-18. You will find the "Club" an ideal place to meet your friends, rest and relax.

You are most welcome, and we look forward to the pleasure of your visit.

Transparent Package Company

THE FIRST SHOT'S BEEN FIRED



Please accept our cordial invitation and visit us, Booth # 59 and Rooms 207, 208, Hotel Drake, at the convention.

Are You Prepared?

Yesterday, the American Meat Institute let go a broadside in Life Magazine. The guns are primed for another shot in the Post in a fortnight. It's not too late. The repercussion from this excellent opening of the fall Pork Sausage campaign will be felt throughout the winter months *provided the public get the quality they expect.*

One sure way to reduce production costs and

improve quality is to invest in our new BUFFALO Model 78-B or 66-BG Helical Gear Drive Grinder. Quiet, fast operation and long, serviceable life with low maintenance cost are important factors. Even more important to future sales and profits is their ability to cut meat clean without churning, mashing and heating.

Now is the time to act.

JOHN E. SMITH'S SONS CO., BUFFALO, N. Y.

BUFFALO GRINDERS

Now . . .

CERTIFIED FOOD COLORS IN WATERPROOF PACKETTES



Actual color photograph of PACKETTE of National Certified F D & C Yellow No. 6, intact after submersion in water for six months.

new waterproof PACK-
ETTE. The PACKETTE de-
fies moisture, dampness
. . . even submersion in

water. Hermetically sealed, it insures preservation of the contents until you are ready to use it. Now your exact formulas are obtainable without repackaging or recertification.

Complete Protection of Contents!
New Convenience in Handling!
No Repackaging! No Recertification!
Standard Sizes: 1 oz., ½ oz., or ¼ oz. or
Special Sizes to Meet Your Needs!

You can now obtain *all* of National's brilliant, uniform certified colors in the efficient

Your inquiry is invited



NATIONAL ANILINE AND CHEMICAL COMPANY, INC.

40 RECTOR STREET

NEW YORK, N. Y.

BOSTON . . . 150 Causeway St.
PROVIDENCE . . . 15 Westminster St.
CHICAGO . . . 357 W. Erie St.
PHILADELPHIA . . . 200-204 S. Front St.

SAN FRANCISCO . . . 517 Howard St.
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NEW ORLEANS . . . 140 Maple Temple Bldg.
CHATTANOOGA . . . James Bldg.
PORTLAND, ORE. . . 720 West Burnside
TORONTO . . . 127-125 Wellington St. W.

BRANCHES AND DISTRIBUTORS THROUGHOUT THE WORLD

THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries



Official Organ Institute of American Meat Packers

Volume 103

OCTOBER 12, 1940

Number 15

EDITORIAL STAFF

J. B. GRAY
Editor

EDWARD R. SWEM
Managing Editor

VAL WRIGHT
Associate Editor

C. ROBERT MOULTON
Consulting Editor

M. A. ADAMS
News Editor

★

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★

DAILY MARKET SERVICE

(Mail and Wire)

E. T. NOLAN

C. H. BOWMAN
Editors

The National Provisioner Daily Market Service reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 So. Dearborn st., Chicago.



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PAUL I. ALDRICH
President and Editor Emeritus

ALFRED W. B. LAFFEY
Vice President and Sales Manager

E. O. H. CILLIS
Vice President and Treasurer

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Assistant to President

THOS. McERLEAN
Secretary

PUBLICATION OFFICE: 407 S. DEARBORN ST., CHICAGO, ILL.

PROMOTION AND CIRCULATION
GEORGE CLIFFORD, Manager

ADVERTISING REPRESENTATIVES

CHICAGO: LESTER I. NORTON, 407 S. Dearborn St., Chicago, Ill.
H. SMITH WALLACE, 407 S. Dearborn St., Chicago, Ill.

NEW YORK: HARVEY W. WERNECKE, 300 Madison Ave., New York, N. Y.

LOS ANGELES: DUNCAN A. SCOTT & CO., Western Pacific Building, Los Angeles, Calif.

SAN FRANCISCO: DUNCAN A. SCOTT & CO., Mills Building, San Francisco, Calif.

HERE'S A GOOD STEER!



ALL roads now lead to Chicago where the Institute of American Meat Packers will hold its annual convention, October 18th to 22nd, at the Drake Hotel.

Men from every branch of the industry and other closely allied American industries will follow these roads to attend this important meeting—to bring to others the benefits of their knowledge and experience—to exchange new ideas—to help make

the program as interesting, informative, and worthwhile as always.

As an associate member of this great organization, we urge your attendance and pledge our support. We are always prepared and pleased to help in any way the efforts of American meat packers to make this convention an outstanding success and to further the interests and objectives of the packing industry throughout the country.

CONTINENTAL CAN COMPANY

NEW YORK • CHICAGO • SAN FRANCISCO • MONTREAL • TORONTO • HAVANA

Meat...



Double-page color ad, November *Ladies' Home Journal*, (out Oct. 9)

Promotion No. 1. Meat retailers are offered one of the most complete sets of promotion and display material ever available in a food campaign. This material includes banners, pennants, window signs, recipe folders, price cards and complete instructions on their use. All of this material is knitted closely into the color advertising in the magazines. The serving ideas featured in the ads are also shown in the display pennants; the woman who sees them in the magazines will recognize them in the store. Display materials for Promotion No. 1 are based on the theme—"Meat Builds Them Up for the Battle of Life"—a strong emotional appeal—and plenty of appetite appeal too.

on the March

The campaign of the meat industry is under way . . . Sixteen great magazines and more than 100 newspapers carry the story to practically every meat-buying family in America. The campaign features all meats—beef, pork, lamb, veal—smoked meat and sausage items

The door was opened by a message featuring a poem by Edgar A. Guest—"Meat on the Table".

The illustration at the left keynotes an ad appearing during October in the four great women's magazines. It sells meat to women in terms of a strong, healthy husband and in terms of a food men and women love.

Ten other magazines this month will report the big vitamin news in pork.

October 7 marks the beginning of a special drive on pure pork sausage, described below.

The campaign features the thrifty cuts of meat. It is full of serving ideas and mouth-watering color pictures.

The ads mentioned are just a few of the openers and mark the beginning of a powerful and continuous campaign which will surround every meat store in America with a new appreciation of meat as a food that is good to eat and good for you.

Between now and the end of the year more than 92,000,000 messages will reach the eating-public in magazines alone.

If you do not already have the merchandising details of this great program, we suggest you see your meat supplier at once.

AMERICAN MEAT INSTITUTE, Chicago



Double-page color ad, *Life*, Oct. 14 (out Oct. 11)

Pure Pork Sausage Drive—Oct. 7 to Nov. 9 is included in Promotion No. 1. It features links, patties and sausage meat. Double page *Life* ad at left will be followed by single-page color ad ("Wake Up and Eat") in *The Saturday Evening Post*, Nov. 2 (out Oct. 30). Special poster and price cards are included in display kit for promotion No. 1. Nearly 30,000,000 people will see this advertising—full of new serving and recipe ideas on pure pork sausage. Pork sausage promotion last spring increased sales 13% for the industry as a whole. This second promotion, timed at the opening of the fall season, can produce even greater results.

"CELLOPHANE"

**HELPS
BUILD BUSINESS FOR
FAMOUS**

**ESSKAY
QUALITY**

SCHLUDERBERG-KURDLE CO. officials say:

"From our early successful adoption on sliced bacon, we have expanded the use of 'Cellophane' throughout our whole line of meat specialties.

"It has given all these items unusual attractiveness, full visibility and a sanitary protection that strongly appeals to discriminating shoppers. In addition, our Esskay Quality brand on every package is carried into the home and assures repeat business.

"Our use of 'Cellophane' cellulose film has definitely proved to be a fine sales stimulator."

PACKAGING IDEAS...If you would like experienced packaging assistance when working out plans for your products, just ask us. No obligation. Write: E. I. du Pont de Nemours & Co. (Inc.), "Cellophane" Division, Wilmington, Delaware.

Tune in "Cavalcade of America"...NBC Rad Network...Wed. Evening



Cellophane
TRADE MARK

"Cellophane" is a trade-mark of E. I. du Pont de Nemours & Co. (Inc.)

DU PONT
REG. U. S. PAT. OFF.

QUALITY - THAT'S WHAT COUNTS!

A Statement from FRED W. MOORE, President, DIAMOND CRYSTAL SALT CO., INC.



"Perhaps we're a bit old fashioned at Diamond Crystal—we figure it doesn't pay to cut corners on quality. Maybe we could do it, but in the long run it would be mighty poor business.

"Top quality established Diamond Crystal Alberger Salt. And we believe the *honest, dependable quality* that we have been providing our customers for more than 50 years will continue to keep Diamond Crystal Alberger Salt in the forefront."

(Signed) *Fred W. Moore*

There is a Diamond Crystal salesman near you who will be glad to tell you the full story on Diamond Crystal's advantages. If you'll write, we'll be glad to have him call.

DIAMOND CRYSTAL
SALT CO., INC.
ST. CLAIR, MICH.



**MAKES GOOD FOOD
TASTE
BETTER!**

SOME FACTS ABOUT DIAMOND CRYSTAL

- 1 It's a clean salt.
- 2 It dissolves rapidly.
- 3 It has true salt flavor.



- 4 It comes in soft, fluffy crystals.
- 5 Its uniform high purity is assured.
- 6 So is the correct grain size for your use.
- 7 Dependable quality and service for more than 50 years!

Copyright, 1940. Diamond Crystal Salt Co., Inc.

DIAMOND CRYSTAL *Alberger Process* SALT

OUR GREETINGS TO THE CONVENTION OF THE MEAT PACKING INDUSTRY—CHICAGO—OCT. 18th-22nd

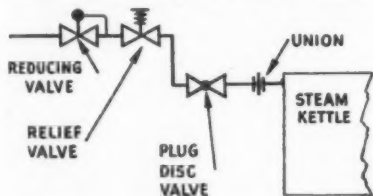
The Case of the BURNED BEEF STEW



**SOLVED
WITH
PREVENTIVE
MAINTENANCE**

HERE'S how the chef in a mid-western hospital discovered something about valves that is significant to any plant with extensive piping. The chef raised the lid of a steam kettle ready to dish up a savory beef stew. Instead, he found a badly scorched mess.

By his clock he knew that it had not cooked too long—the heat should



have been constant—but something had happened—something beyond his control.

The engineer of the hospital diagnosed the trouble thus: "Pressure regulator's gone blooey," he stated. "Look at the sediment in this reducing valve. If you had that much junk inside of you, you would fail, too."

When W. F. C., the Crane Represent-

ative, appeared in response to a telephone call, he quickly found the answer. Obviously, simply cleaning the regulator was asking for more trouble later—Preventive Maintenance dictated some form of protection for the kettle to prevent extreme temperature from ruining more food.

The answer was simple—see the hookup at left. A Crane relief valve, placed on the low pressure side of the pressure reducing valve, gave assurance that in the future, failure of the pressure regulator would not result in further disaster to beef stews.

RESULTS: (1) No more danger of uncontrolled steam under high pressure reaching the cooking kettles. (2) One more user of valves and fittings has learned that Preventive Maintenance prevents further trouble from valves by recommending the correct valve of the correct materials in the correct hookup. (3) Another valve user has found that he can be assured sound advice on piping problems by calling the Crane Representative.

This case is based on an actual experience of a Crane Representative in our Kansas City Branch.

YOUR PLANT IS SAFER WITH CRANE RELIEF VALVES

You may never have occasion to worry over scorching a beef stew, but in your plant—in fact, in almost every plant—the judicious application of relief valves on pipe lines will prevent many maintenance problems from becoming serious—save many dollars in time lost or material destroyed, as well.

Crane relief valves are made in brass, iron and steel—designed to control air, gas, water or steam. Available in sizes from $\frac{3}{8}$ " to 5" to meet every requirement where a relief valve may be necessary.



CRANE

CRANE CO., GENERAL OFFICES:
836 S. MICHIGAN AVE., CHICAGO
VALVES • FITTINGS • PIPE
PLUMBING • HEATING • PUMPS

NATION-WIDE SERVICE THROUGH BRANCHES AND REPRESENTATIVES IN ALL MARKETS

35th Annual Convention
OF THE INSTITUTE
OF AMERICAN MEAT PACKERS
CHICAGO
OCT. 18-22



DRY-ICE
TRADE

A HEARTY WELCOME AWAITS YOU!

At the convention, be sure to visit us at Booth 48. There you'll see at first hand the low-cost "DRY-ICE" Blower Bunker about which packers and shippers are so enthusiastic. See how light and compact they are — how economically they operate. You'll get the whole story on this practical, dependable method of solving your in-transit refrigeration problems — see you in Chicago.

PURE CARBONIC

INCORPORATED

General Offices: 60 EAST 42nd St., NEW YORK, N. Y.

*The words "DRY-ICE" in the design shown above, constitute the registered trade-mark of Pure Carbonic, Incorporated; for the product, Solid Carbon Dioxide.

"DRY-ICE" DISTRIBUTION POINTS

ALBANY, N. Y.
ATLANTA, GA.
AUSTIN, MINN.
BALTIMORE, MD.
BERKELEY, CAL.
BETHLEHEM, IOWA
BINGHAMTON, N. Y.
BIRMINGHAM, ALA.
BUFFALO, N. Y.
CAMBRIDGE, MASS.
CEDAR RAPIDS, IOWA
CHICAGO, ILL.

CINCINNATI, OHIO
CLEVELAND, OHIO
COLUMBUS, OHIO
DAVENPORT, IOWA
DAYTON, OHIO
DEEPWATER, N. J.
DETROIT, MICH.
Erie, PA.
FORT DODGE, IOWA
HARRISBURG, PA.
HUNTINGTON, W. VA.

INDIANAPOLIS, IND.
KANSAS CITY, MO.
LOS ANGELES, CAL.
LOUISVILLE, KY.
MADISON, WISC.
MILWAUKEE, WISC.
MINNEAPOLIS, MINN.
MONTGOMERY, ALA.
NEWARK, N. J.
NEWBURGH, N. Y.
NEW HAVEN, CONN.

NEW ORLEANS, LA.
NEW YORK, N. Y.
NIAGARA FALLS, N. Y.
OMAHA, NEB.
PEORIA, ILL.
PHILADELPHIA, PA.
PITTSBURGH, PA.
PROVIDENCE, R. I.
READING, PA.
ROCHESTER, N. Y.
ST. LOUIS, MO.

SACRAMENTO, CAL.
SAN DIEGO, CAL.
SAN FRANCISCO, CAL.
SHREVEPORT, LA.
SIOUX CITY, IOWA
SPRINGFIELD, MO.
SYRACUSE, N. Y.
TOLEDO, OHIO
UTICA, N. Y.
WATERLOO, IOWA
WICHITA, KANSAS
WILKES-BARR, PA.



"I'M OVER A BARREL, GEORGE"

"What's the trouble, Phil—thought business was good over at your place."

"Business isn't bad, but what's got me jittery is the complaints we're always getting from the Sales Department. They claim our products aren't uniform in flavor, the color is off and so forth."

"Listen, we were in the same boat a year ago. Then we switched to Stange seasonings and Peacock Brand colors and our troubles were over. Stange 'Laboratory Control' takes all the guess work out of product control—Call a Stange man in when you get back—Now get up there and hit one and quit worrying."

WM. J.

Stange

*Soluble Seasonings • Peacock Brand Certified Food Colors
Branding Inks • Nitrite Tablets • Curing Tablets*

COMPANY, 2534-40 W. Monroe St., Chicago

923 E. Third St., Los Angeles 1250 Sansome St., San Francisco
In Canada: J. H. Stafford Co., Ltd., 21 Hayter St., Toronto, Ontario

Sylph-Thin

(TRADE MARK)

"Quality's Best Attire"

The Accepted Strong, Light-Weight Casing

SYLPH-THIN—a new type of SYLPHCASE* casing—was designed especially for pre-processed meats where a strong, light-weight casing makes the most acceptable package.

Because SYLPH-THIN casings accurately meet these two basic requirements, we offer them to you with the assurance that they will not only stand the test in production, but will effect a considerable saving to you in packaging costs.

SYLPH-THIN casings — true to the characteristics of the SYLPHCASE family — have satisfactory controlled stretch. They have excellent transparency and sheen to properly display your products.

Packers who are on the alert for up-to-date, profitable ideas for packaging their loaves, hams, picnics, etc., are adopting SYLPH-THIN—the new thin, light-weight, exceptionally strong casing.

Free samples and sales service always available. Learn for yourself why packers of pre-processed meats are universally adopting SYLPH-THIN.

*Reg. U. S. Pat. Off.



Sylph-Thin

Uniformity, Visibility, Strength

SYLVANIA INDUSTRIAL CORPORATION
SYLPHCASE DIVISION

Executive and Sales Offices, 122 E. 42nd St. New York — Works, Fredericksburg, Va.

Branches or Representatives:

ATLANTA, GA.	78 Marietta Street	CHICAGO, ILL.	427 W. Randolph Street
BOSTON, MASS.	201 Devonshire Street	DALLAS, TEX.	812 Santa Fe Building
	PHILADELPHIA, PA.	260 South Broad Street	

CANADIAN AGENT—Victoria Paper and Twine Co., Ltd.—TORONTO—MONTREAL—HALIFAX

**OH BOY,
THIS IS GOOD!**



In the Long Run
It's Flavor
that sells Smoked Sausage!

**Other Advantages of
Armour's Natural Casings**

- 1. UNIFORMITY**
- 2. STRENGTH**
- 3. PROTECTION**
- 4. ELASTICITY**
- 5. VARIETY**

*Place your next order with
Armour*

■ To establish your brand in the consumer's mind you have to give Mrs. Housewife and her family sausage with the *finest flavor*. And with all forms of smoked sausage, the flavor depends to a great extent on *smoke penetration*.

That's one of the big reasons it's smart to use Armour's Natural Casings. Being porous, they permit the smoke to penetrate the meat, giving it that tangy, smoked flavor customers like. So if you want to build up a sound smoked sausage business, use

ARMOUR'S NATURAL CASINGS

Complete Convention Program

Revitalized Industry Will Review its Progress in 1940 and Plan for Future; Convention—Outside Attractions Listed

WHEN the thirty-fourth annual convention of the Institute of American Meat Packers assembled last October in Chicago, uncertainty shrouded many of the factors influencing the nation's livestock and meat industry. Barely six weeks old, the new European war smoldered in a relatively small area and seemed remote to most Americans. The likelihood of a broadening European outlet for United States pork products was a popular conversational topic as packers renewed old acquaintances and formed new friendships. Possibility of a nation-wide general advertising program for meat was also discussed.



GEORGE A. SCHMIDT

A vastly different picture confronts the thirty-fifth annual convention as meat industry representatives—probably a record number—assemble at the Drake hotel, Chicago, for sessions extending through October 22. Under the leadership of the Institute, the meat industry is embarking upon the most ambitious general advertising campaign in all of its history.

The European war has expanded in scope until it threatens the foundations of the civilized world. America has launched a defense program of unprecedented proportions; two days before the convention begins, more than 16 million men will register for the first peacetime draft in the nation's history. Expected European demand for this country's meat products has not materialized.

Surrounded by events of such magnitude and portent, this year's convention may well prove

to be the most important ever staged by the Institute. Never before, perhaps, has the necessity of united industry effort appeared more vital. Never before have the manifold activities of the nation's third largest industry demanded a more searching appraisal. This year's Institute convention—the detailed program appears on the following pages—will play a leading role in assisting meat packers and sausage manufacturers to determine their own position and shape their own policies in today's changing world.

Packer executives and operating men, government livestock experts, a noted business trend analyst, scientific men whose research is constantly opening new avenues of industry activity and profit, a distinguished doctor-editor, and many other men will bring to the convention the story of the latest developments in all fields touching upon meat industry operations.

The usual social activities, including the annual dinner dance and entertainment and the annual



WESLEY HARDENBERGH

banquet, to be held this year on October 22, will be augmented by a new feature—a dinner on Friday evening, October 18, for representatives of member companies attending the Friday and Saturday sectional meetings.

Exhibits at this year's convention will exceed the number at any previous event and will be presented in a new floor arrangement providing easier access to displays and more "elbow room" for packers inspecting modern trends in equipment and supplies. There will be 58 exhibits of

Convention Calendar

WED.-THURS., OCT. 16, 17
Catch train or plane

FRIDAY, OCTOBER 18

Registration and section meetings
Accounting, 9 a.m., Tower Room
Chemistry and operating, 9 a.m. and 2 p.m., Ballroom
Sales and advertising, 2 p.m., Tower Room
Dinner for sectioners, 7 p.m., Ballroom, Drake

SATURDAY, OCTOBER 19

Engineering and construction, 9 a.m., Club International.
Livestock, 9 a.m., Tower Room
Sausage, 9 a.m., Ballroom

SUNDAY, OCTOBER 20
Registration

MONDAY, OCTOBER 21

General session, 10 a.m., Ballroom
Dinner dance, 7, Knickerbocker.

TUESDAY, OCTOBER 22

General session, 10 a.m., Ballroom
General session, 2 p.m., Ballroom
Dinner, 7 p.m., Palmer House

Convention Directory

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industry suppliers, occupying 68 booths. Many will be housed in the Drake's Gold Coast room, which has not previously been utilized as part of the exhibit area.

A clear portrayal of the gigantic general advertising campaign on meat, now in its early stages, will be dramatically brought out on Tuesday morning, October 22, in a presentation which will be one of the highlights of the convention. This analysis, it is reported, will outline the basis for the campaign, developed after extensive research, and depict the smashing impact which the program will carry when it reaches full swing.

Sectional meetings, held on Friday and Saturday, will cover detailed topics of interest in the general fields of packinghouse engineering and construction, chemistry and operations, accounting and sales and advertising. A meeting of the sausage division is also scheduled. The livestock section meeting, inaugurated at last year's convention with excellent results, will be repeated.

The address of Dr. Morris A. Fishbein, nationally recognized health and nutrition authority and editor of the *Journal of the American Medical Association* and *Hygeia*, who will be the featured speaker at the annual banquet closing the convention, will be particularly timely in view of rising consumer interest in the nutritional values of foods and the emphasis being placed on meat's healthful properties in the national meat campaign.

Brookings Head to Speak

Dr. Harold G. Moulton, president of the Brookings Institution, Washington, D. C., and one of the nation's foremost economists and interpreters of business trends, will review "The Possibilities of Price Inflation" at the Monday morning general session. Dr. Moulton appeared on the Institute convention program several years.

Presentation of the new National Live Stock and Meat Board film, "Meat and Romance," will be made by R. C. Pollock, general manager of the Board.

Intent on deriving a maximum of benefit and enjoyment from their convention visit to Chicago, many packers and sausage manufacturers will find this issue of *THE NATIONAL PROVISIONER* a valuable time-saver and source of reference. In addition to the complete convention program, the following pages contain useful information concerning the exhibits and hospitality headquarters, data on Chicago's points of interest, transportation facilities, dining places near the Drake, with typical rates charged, plays, musical presentations and sporting events which may be attended during the convention period, church locations and other information of help to the convention visitor.

Packers who bring the issue along to the convention will find it an invaluable aid in getting the most out of the event. The information has been specially assembled for the occasion from a wide variety of sources, and is not available elsewhere in any single publication.

Convention Program

Section Meetings

All section meetings will be held in the Drake hotel, in the rooms indicated.

Accounting

Friday, October 18, 9:00 a.m.
Tower Room

Presiding Chairman, G. M. Pelton
"How Can the Controller Better Serve the Management of His Company?" J. S. Donaldson, controller, Butler Bros.

"How We Modernized Our Departmental Cost Accounting System," Arthur H. Mauthe, C. A. Durr Packing Co., Inc.

"How to Apportion Overhead Costs and Expenses," W. J. LaCourt, Cudahy Brothers Co.

"Accounting Practices of Small Meat Packing Companies," George M. Lewis and Dudley Smith, Institute of American Meat Packers.

Chemistry and Operating

MORNING SESSION

Friday, October 18, 9:00 a.m.
Ballroom

Presiding Chairman, E. N. Wentworth
Program Chairman, L. M. Tolman

"The Effect of Storage Temperature on the Quality of Lard," F. C. Vibrans, Institute of American Meat Packers.

"Some Studies on the Effect of the Selection of the Raw Fats on the Quality of the Resulting Rendered Product," R. C. Newton, Swift & Company.

"The Place of Meat in a Warm Weather Diet," E. B. Forbes, Institute of Animal Nutrition, Pennsylvania State College.

"The Effect of Carbon Dioxide on Bacteria, with Particular Reference to

Food Poisoning Organisms," W. L. Mallmann, Michigan State College.

"Some Further Studies on the Destruction of Sodium Nitrite by Heating," D. A. Greenwood, Institute of American Meat Packers.

AFTERNOON SESSION

Friday, October 18, 2:00 p.m.
Ballroom

Presiding Chairman, A. F. Hunt
Program Chairman, H. J. Koenig

"Bruise Prevention at the Farm and en Route," H. R. Smith, National Livestock Loss Prevention Board.

"Bruise Prevention at the Plant," J. M. Coyner, Armour and Company.

"Operating Problems," H. F. Veenker, United States Cold Storage and Ice Co.

"Non-Productive Labor," J. B. Gray, THE NATIONAL PROVISIONER.

Sales and Advertising

Friday, October 18, 2:00 p.m.
Tower Room

Presiding Chairman, R. H. Gifford

"Keeping Up with the Trend in Merchandising," Frank Mahan, Institute of American Meat Packers.

"The Human Equation in Selling," Russell Varney, director of public relations, Standard Brands, Inc.

"The Retailer Looks at Meat," speaker to be announced.

"Meet Mrs. Consumer," discussion led by Mrs. Wilbur E. Fribley, president, Housewives' League, Chicago.

Engineering and Construction

Saturday, October 19, 9:00 a.m.
Club International Room, Main Floor

Presiding Chairman, Allen McKenzie
Program Chairman, H. P. Henschien

"Depreciation in Installed Insula-

MOULIN ROUGE ENSEMBLE

This group of dancers will offer sprightly and interesting entertainment for packers attending the annual dinner dance, an increasingly popular feature of the convention program, which will be held on Monday evening, October 21. A number of amusing stage acts will be interspersed with dining, dancing and visiting periods at this affair.



tion." Edwin C. Ward, United Cork Companies.

"Controlling the pH of Refrigerating Brines," J. R. Boyle, Westerlin & Campbell Co.

"Controlling the Strength of Refrigerating Brines," D. W. Kaufmann, International Salt Co., Inc.

"The Application of Conveyors to Packinghouse Operations," Smith I. Eggleston, Standard Conveyor Co.

"Design of a One-Story Packing Plant," H. P. Henschien, Henschien, Everds & Crombie.

Livestock

Saturday, October 19, 9:00 a.m.
Tower Room

Presiding Chairman, G. B. Thorne
"Methods of Improving the Central Markets," D. H. Cunningham, Secretary, Sioux City Live Stock Exchange, Sioux City, Ia.

"Efficient Production and Feeding to Meet the Market Demand":

Cattle Feeder.—Speaker to be announced.

Lamb Feeder.—Nathan Warren, president, Colorado-Nebraska Lamb Feeders Association.

Hog Producer.—John Hendricks.

"The Probable Effect of the Soil Conservation Program on Livestock Production," Dr. W. E. Carroll, Department of Animal Husbandry, University of Illinois.

Sausage Division

Saturday, October 19, 9:00 a.m.
Ballroom

Presiding Chairman, Walter Seiler
"The Outlook for Meat Supplies," George M. Lewis, Institute of American Meat Packers.

"Labeling of Meat Products Under New Food Laws," F. R. Baird, chairman, sub-committee on food laws, Institute of American Meat Packers.

"Unused Sales Capacity," H. A. Armstrong of the Institute of American Meat Packers.

"Practical Problems in Sausage Manufacturing," H. A. McConnell, The Globe Co.

"Sausage Advertising and Merchandising," Andrew Duncan, Leo Burnett Co., Inc.

G. L. Childress' Daughter Will Sing at Dinner Dance

Packers and guests who attend the dinner dance will find a well-known industry name on the entertainment program—Kathleen Childress, daughter of G. L. Childress of Houston, Tex., a member of the board of directors of the Institute. Miss Childress will sing at the dinner dance, which will be held in the Grand Ballroom of the Knickerbocker hotel on the evening of October 21. She is a member of the Glee and Choral Club at Southern Methodist University, Dallas, Tex.

CONVENTION SESSIONS

Session I.

Monday, October 21, 10:00 a.m.
Ballroom

Presiding, George A. Schmidt, chairman of the board of directors

10:00 a.m.—Opening remarks by George A. Schmidt.

10:20 a.m.—"Significant Trends in the Livestock and Meat Industry," H. P. Rusk, dean, College of Agriculture, University of Illinois.

10:40 a.m.—"The Institute's Lard Program and What It Means to This Industry," Harry J. Williams, vice president, Wilson & Co., Inc.

11:05 a.m.—Showing of the National Live Stock and Meat Board's new sound motion picture, "Meat and Romance," with introductory statement by R. C. Pollock, general manager of the Board.

11:45 a.m.—Award of Gold and Silver Buttons.

12:10 p.m.—"Prospective Supplies of Livestock," C. L. Harlan, principal agricultural statistician, division of agricultural statistics, Agricultural Marketing Service, U. S. Department of Agriculture.

12:30 p.m.—Announcements.

12:40 p.m.—"The Possibilities of Price Inflation," Harold G. Moulton, president, The Brookings Institution.

1:00 p.m.—Adjournment.

(The afternoon will be left free for committee meetings, inspection of exhibits, sight seeing, social affairs, etc.)

Session II.

Tuesday, October 22, 10:00 a.m.
Ballroom

"MEAT MARCHES ON."—A dramatic presentation of the meat industry's advertising and merchandising plans for 1941, with brief addresses by several persons, including G. F. Swift, chairman, committee on public relations, Institute of American Meat Packers; R. A. Rath, chairman, advertising planning committee; Elmo Roper, analyst of public opinion, and R. N. Heath, Leo Burnett Co., Inc.



DINNER DANCE PERFORMERS

Maurice and Betty Whalen, adagio dancers, will be one of the highlights of the dinner dance entertainment program.

Entertainment

DINNER FOR SECTIONEERS

Friday, October 18, 7 p.m.
Ballroom, Drake Hotel

Entertainment and an address by Vilhjalmur Stefansson, noted Arctic explorer, will follow this dinner, which has been arranged for those attending the sectional meetings.

DINNER DANCE

Monday, October 21, 7 to 12 p.m.
Grand Ballroom, Knickerbocker Hotel

\$3.50 the plate

Dinner dance entertainment will include songs by Kathleen Childress, lyric soprano, music by Mark Fisher and his popular orchestra, the expert banjo renditions and distinctive comedy of Eddie Peabody, ballet dancing by the Moulin Rouge Ensemble and spectacular adagio dancing by Maurice and Betty Whalen.

ANNUAL DINNER

Tuesday, October 22, 7 p.m.
Grand Ballroom, Palmer House
\$6.00 the plate

ADDRESS

"Meat and Scientific Nutrition," Dr. Morris Fishbein, editor, *Journal of the American Medical Association*.

The annual dinner will conclude activities of the thirty-fifth annual convention.

Session III.

Tuesday, October 22, 2:00 p.m.

2:00 p.m.—"Looking Ahead with the Institute," Wesley Hardenbergh, president, Institute of American Meat Packers.

2:20 p.m.—"The Outlook for the Meat Packing Industry," George A. Eastwood, president, Armour and Company.

2:50 p.m.—Business session:

Report of treasurer

Reports of committees

Suggested change in name of Institute

Election of officers

3:15 p.m.—Adjournment

Turn to page 18 for map of Chicago and 19 for information regarding transportation facilities. Bring this magazine to the convention; it will come in handy.



CHICAGO WELCOMES PACKERS TO THEIR CONVENTION CITY

Transportation Facilities

Chicago's system of streets will appeal to those who wish to use their own cars in moving about the city. Others may choose taxis, buses, street cars, the elevated, and steam or electric trains for speedy service to all points. Principal public transportation systems include:

Taxis.—Approximate cab fares by principal companies from the Drake hotel to several points of interest are given below. These are one-person rates. For extra passengers, the increased cost is 5c per passenger, regardless of length of trip. From Drake to: Art Institute, 40c; Merchandise Mart, 40c; Board of Trade, 50c; Lincoln Park zoo, 60c; Field Museum or Aquarium, 80c; Chicago Stadium, 80c; Chinatown, 90c; Garfield Park, \$1.20; Union Stock Yards, \$1.50; Museum of Science and Industry, \$1.90; Municipal airport, \$2.20; Brookfield zoo, \$2.70.

Chicago Surface Lines (street cars).—Serves Loop area and all sections of city. Fare, 7c.

Chicago Motor Coach Co. (buses).—Service to north and south side along lake and to west side via Jackson blvd. and Washington blvd. from Loop and via several other east-west thoroughfares. Fare, 10c.

Chicago Rapid Transit Co. (elevated trains).—Encircles Loop area but does not reach Drake hotel vicinity. Serves north lake shore area, Evanston and Niles Center (suburbs); also reaches many points on west side, some on south side. Recommended for reaching Union Stock Yards—board any train bound for south side; transfer to Stock Yards train at Indiana ave. Elevated fare, 10c. There is an inter-transfer system between the "L" lines and street cars, and the elevated system and bus lines, at certain points.

Illinois Central Electric.—Fastest service to many points on south shore (Jackson park, Museum of Science and Industry, University of Chicago, etc.).

Famous Chicago Streets

State st.—Running north and south, State st. is the thoroughfare from which east and west addresses are numbered. In the Loop, it is lined by leading department stores and smaller shops. Distances north and south are measured from Madison st.; the Drake hotel, for example, is at 1000 north (Oak st.).

Michigan blvd.—Has been termed "world's greatest." Extends from 1000 north (Drake hotel) to far south side. Its best known section, between the

CHICAGO is always the gracious host. Located at the cross roads of the nation, the city has fed, housed, instructed and amused millions of visitors.

Chicago extends a cordial welcome to packers attending their thirty-fifth annual convention. Many of the attractions it offers its guests—speedy conveyance, comfortable hotels, good food, sparkling entertainment and invigorating education are described on this and following pages.

Drake and Roosevelt rd. (1200 south) contains many smart shops and best known buildings (Art Institute, Wrigley bldg., Tribune Tower). It forms the western boundary of Grant park.

La Salle st.—In the heart of the Loop section at 150 west, La Salle st. marks the center of Chicago's great financial district. Board of Trade bldg., tallest in city (picture at right), at La Salle and Jackson blvd. (300 south).

Wacker drive.—An engineering triumph, this famous street borders the south bank of the Chicago river, turning south to parallel the river's southern branch. Much of it is on two levels.

Parking Lots and Prices

DRAKE AREA

901 N. Michigan ave. (100 east).—Up to 12 hours, 30c; 24 hours, 60c.

889 N. Michigan ave.—Up to 12 hours, 25c; 24 hours, 50c.

1037 N. Dearborn st. (50 west).—Up to 24 hours, 30c; weekly rate, \$1.50.

215 E. Chicago ave. (800 north).—Five hours or less, 50c; 24 hours, 75c.

205 E. Chicago ave. (800 north).—Five hours or less, 50c; 24 hours, 75c.

1025 N. Clark st. (100 west).—Five hours or less, 50c; 24 hours, 75c.

700 N. St. Clair st. (200 east).—Day parking, 25c; night, 35c; 24 hours, 50c.

500 N. Rush st. (75 east).—8 a. m.—6 p. m., 30c. No night parking.

LOOP AREA

15 E. Wacker dr. (250 north).—1 hour, 35c; 12 hrs. 50c; 24 hours, \$1.

30 W. Lake st. (200 north).—1 hour, 35c; 2 hours, 50c; from 2 to 4 p. m., 60c; from 4-12 p. m., 65c; 6 hours in evening, 50c; 24 hours, \$1.

250 E. Monroe st. (100 south).—24 hours, 25c.

210 S. Clark st. (100 west).—1 hour, 30c; 2 hours, 40c; 12 hours, 50c; 24 hours, \$1.00.

329 S. Wabash ave. (50 east).—12 hours, 60c; 24 hours, \$1.20.



Hotels and Prices

Drake.—E. Lake Shore dr. and N. Michigan ave. (1000 north and 100 east). Single, \$4 up; double, \$6 up.

Knickerbocker.—163 E. Walton pl. (900 north). Single, \$3 up; double, \$5 up.

Maryland.—900 N. Rush st. (75 east). Single, \$2.50; double, \$4 up.

Lake Shore Drive.—181 E. Lake Shore dr. (1000 north). Single, \$5 up; double, \$7 up.

Dearborn Plaza.—1030 N. Dearborn st. (50 west). Single, \$2.50 up; double, \$3.50 up.

Allerton.—701 N. Michigan ave. (100 east). Single, \$2.50 up; double, \$4.50 up.

Chicago Towers Club (Medinah).—505 N. Michigan ave. Single, \$3 up; double, \$5 up.

Pearson.—190 E. Pearson st. (835 north). Single \$3 up; double, \$5 up.

Hotel Mark Twain.—111 W. Division st. (1200 north). Single, \$1.50 up; double, \$3 up.

Seneca.—200 E. Chestnut st. (850 north). Single, \$3.50 up; double, \$5 up.

Sherman.—N. Clark and W. Randolph sts. (100 west and 150 north). Single, \$2.50 up; double, \$4 up.

Alexandria.—542 N. Rush st. (75 east). Single, \$1.75 up; double, \$2.50 up.

Chicagoan.—67 W. Madison st. Single, \$2 up; double, \$3.50 up.

Morrison.—79 W. Madison st. Single, \$2.50 up; double, \$4 up.

Bismarck.—171 W. Randolph st. (150 north). Single, \$3.50 up; double, \$5 up.

La Salle.—N. La Salle and W. Madi-

TO SUP, TO CELEBRATE AND SLEEP

son sts. (150 west). Single, \$2.50 up; double, \$4 up.

Congress.—S. Michigan ave. and E. Congress st. (100 east and 500 south). Single, \$3 up; double, \$5 up.

Auditorium.—430 S. Michigan ave. (100 east). Single, \$3 up; double, \$5 up.

Harrison.—65 E. Harrison st. (600 south). Single, \$1.50 up; double, \$3 up.

Blackstone.—S. Michigan ave. and E. Balbo ave. (100 east and 700 south). Single, \$4 up; double, \$7 up.

Stevens.—S. Michigan and E. Balbo aves. Single, \$3 up; double, \$4.50 up.

Palmer House.—S. State and Monroe sts. (100 south). Single, \$4 up; double, \$6 up.

Restaurants

Emphasis is placed on food at the eating places listed below; any entertainment is incidental. Most of these establishments are located very near the Drake hotel, in the Loop area or can be reached easily by bus, taxi, street car or elevated from convention headquarters. Spots where entertainment is featured and food is incidental will be found under "Night Spots."

DRAKE AREA

Drake hotel.—Lantern Room: Breakfast, 35c up; luncheon, 85c up; dinner, \$1.25 up. Both table d'hôte and a la carte meals. A la carte luncheons and dinners are served in the Cape Cod room and the Camellia room.

The Ranch.—123 E. Oak st. (1000 north). Breakfast, 25c up; luncheon, 35c up; dinner, 75c up. Both table d'hôte and a la carte meals are served.

Huyler's.—917 N. Michigan ave. (100 east, across from the Drake). Five dining rooms. Breakfast, 25c up; luncheon, 45c up; dinner, 75c up. Both table d'hôte and a la carte service are provided.

A Bit of Sweden.—1015 N. Rush st. (75 east). Luncheon, 55c up. A small smörgasbord is also served at noon for 75c. Dinner, \$1.35 up with smörgasbord. Smörgasbord alone is \$1.25. Service is table d'hôte.

Isbell's.—917 N. Rush st. (75 east). Breakfast, 35c up; luncheon, 55c up; dinner, 75c up. Both table d'hôte and a la carte meals.

Jacques French Restaurant.—900 N. Michigan ave. (100 east). Luncheon, 80c up; dinner, \$1.65 up. Service is table d'hôte.

Yar (Russian).—116 E. Walton pl. (900 north). Luncheon, \$1 up; dinner, \$2 up. Both table d'hôte and a la carte meals.

Chez Emile.—180 E. Delaware pl. (900 north). Luncheon, 55c up; dinner, \$1.50 and up. Service is table d'hôte.

Yunker's.—51 E. Chicago ave. (800 north). Coffee shop: luncheon, 25c up; dinner, 35c up. Tea room: luncheon, 35c up; dinner, 65c up. Table d'hôte and a la carte meals.

Rickett's.—103 E. Chicago ave. (800 north). Breakfast, 25c up; luncheon, 30c and up; dinner, \$1 up. Both table d'hôte and a la carte service.

Mme. A. Galli (Italian food).—157 E. Chicago ave. (800 north). Luncheon, 35c up; dinner, 80c up. Both table d'hôte and a la carte meals.

Red Star Inn.—1528 N. Clark st. (600 west). Luncheon, 45c up; dinner is all a la carte.

Bavarian Hof Brau.—304 W. North ave. (1600 north). Luncheon, 35c up; dinner, 75c up. Both table d'hôte and a la carte meals.

Sweden House.—157 E. Ohio st. (600 north). Luncheon, 40c up, also a small smörgasbord for 65c; dinner, 90c up, smörgasbords are \$1 and \$1.15. Both table d'hôte and a la carte meals.

Pump Room, Ambassador East hotel.—N. State and Goethe sts. (1300 north). Breakfast, (Sundays only) \$1 up; luncheon, a la carte; dinner, \$3 up. A la carte and table d'hôte meals are served at dinner. There is a minimum charge of \$2.50 per person on Saturday night.

Wrigley Bldg. Restaurant.—410 N. Michigan ave. (100 east). Breakfast, 25c up; luncheon, 75c up; dinner, \$1 up. Both table d'hôte and a la carte meals.

Le Petit Gourmet.—619 N. Michigan ave. (100 east). Luncheon, 50c up; dinner, \$1 up. Meals are served table d'hôte and a la carte.

L'Aiglon.—22 E. Ontario st. (630 north). Luncheon, 75c up; dinner \$1.75 up. Both table d'hôte and a la carte meals.

LOOP AREA

Old Heidelberg Inn.—14 W. Randolph st. (150 north). Luncheon, 45c up; dinner, \$1.25 up. Table d'hôte and a la carte meals.

Hoe-Sai Gai (Chinese).—85 W. Randolph st. (150 north). Luncheon, 35c up; dinner, 65c up. Table d'hôte and a la carte meals.

Harding's Colonial Room.—21 S. Wabash ave. (50 east). Luncheon, 50c up; dinner, \$1 up. Table d'hôte and a la carte meals.

Ontra Cafeterias.—123 N. Wabash ave. (50 east) and 231 S. Wabash ave. Breakfast, a la carte, luncheon, 30c up; dinner, 35c up; cafeteria service.

Thompson Restaurants.—111 E. Chicago ave. (800 north); 105 N. Dearborn st. (50 west); 220 S. Clark st. (100 west); 600 N. Michigan ave. (100 east); 27 W. Randolph st. (150 north) and 7 S. Wabash ave. All meals a la carte.

Henrici's.—71 W. Randolph st. (150 north). Breakfast, 50c up; luncheon, 60c up; dinner, \$1 up. Both a la carte and table d'hôte meals.

Empire Room, Palmer House.—S. State and Monroe sts. (100 south). Luncheon, a la carte; dinner, \$3 up. Both table d'hôte and a la carte service at dinner. On week nights there is a minimum charge of \$3 per person and on Saturday nights there is a minimum charge of \$3.50 per person.

Boston Oyster House.—21 S. Clark st. (100 west). Luncheon, 60c up; dinner, \$1.25. Both table d'hôte and a la carte meals.

Costa Rican (Central and South American).—111 S. Clark st. (110 west). Breakfast, 15c up; luncheon, 30c up; dinner, 50c up. Both table d'hôte and a



LOOKING SOUTH IN GOLD COAST AREA

Navy Pier, Oak st. beach, Drake hotel (low building in center foreground) and famous Palmolive beacon are shown in this photo. Note how Outer drive follows shoreline.



**Bacon Packing Room in
American Packing Co. Plant
St. Louis, Mo.**

YES, THERE'S MONEY IN SLICED BACON!

Our grandmothers used whole sides of bacon cured on their own farms or on the farms of relatives or friends. For keeping, they were hung in the "cellar-way" sewed in cotton cloth bags.

Our mothers purchased bacon slabs from the butcher—usually 2 to 10 pounds, depending upon the family's size—and kept them wrapped in oiled paper in a cool place. The slicing was done at home, while the skillet was heating, and it was a pretty difficult job to regulate the thickness of slices.

Today, women prefer to buy their bacon fresh as needed, all trimmed, uniformly sliced and ready for use.

During the past five years, the sliced bacon production under Federal Inspection has increased at the rate of about 12% annually. In fact, during July of this year, 30,525,151 pounds of bacon were sliced—more than during any other previous month.

Obviously, sliced bacon is gaining in popularity, and it means bigger profits for packers.

Bacon Must Have Eye Appeal

Any up-to-date meat shop will have half a dozen different brands of bacon displayed and if you question the pro-

prietor, he will tell you that the fastest selling brands have a natural, rich, red color with healthy looking fat.

Your bacon may be the best in the world, with a flavor that reminds one of the outdoors on a tangy autumn day, but unless it has eye appeal, the public will pass it up and the meat merchants will have difficulty moving very much of it.

To preserve its color and fine appearance, bacon should not be "sharp" frozen for slicing and then allowed to thaw out. In addition to even temperature, bacon should not be subjected to much handling nor too much exposure to the air. That means that time from store room to package should be cut to a minimum.

U. S. Cuts Costs 29 to 35%

With a modern U. S. Heavy Duty Bacon Slicer, you can speed up production and cut your costs just about one-third. Only 20 seconds need elapse between slicer and package, according to stop-watch tests made recently in one of the leading bacon packaging plants.

The U. S. slices any thickness and takes bacon slabs up to 27" long, 13½" wide and 4" thick. It shingles the slices so evenly onto a conveyor that groupers,

scalers and packers have no occasion to rearrange slices or touch the bacon. Generally speaking, scalers do not find it necessary to add more than an occasional slice.

This efficient unit will keep a production line of 12 to 16 workers busy, delivering up to 8,000 pounds in an 8-hour day. It can also be used to slice as little as 1,000 pounds a day, accommodating 3 or 4 workers. For any plant with a sliced bacon output of 5,000 pounds a week or more, this is a very profitable investment.

For Smaller Outputs

If your combined demand for sliced bacon, dried beef and boneless meats is less than 5,000 pounds a week, investigate the U. S. Model 150-B which takes meats up to 24" long, 9½" wide and 5¾" high. It slices and stacks any thickness from ¼" to ¾". By using the Conveyor, this versatile unit will also slice and shingle meats.

Actual performance records of U. S. Heavy Duty units in various size plants are given in an illustrated catalog. Send for copy to U. S. Slicing Machine Co., La Porte, Ind.

(Advertisement)



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la carte meals are served at all times.

St. Hubert's Old English Grill.—316 Federal st. (75 west). Luncheon and dinner. Only a la carte meals are served.

Pete's Famous Steaks.—165 N. Dearborn st. (50 west). Luncheon, 35c up; dinner, \$1 up. Both table d' hote and a la carte meals.

MISCELLANEOUS

Won Kow.—2235 S. Wentworth ave. (200 west). A good Chinese restaurant in Chinatown. Luncheon, 75c up; dinner, a la carte. A la carte luncheons are also served.

Marine Dining Room, Edgewater Beach hotel.—5349 N. Sheridan rd. (600 west). Breakfast, 40c up; luncheon, \$1 up; dinner, \$1.50 up. On week nights there is a cover charge of 25c per person and on Saturday nights there is a cover charge of 50c per person.

Stock Yards Inn.—4178 S. Halsted st (800 west). Dining room: Luncheon, 50c up. Both table d' hote and a la carte meals. Tap room: Breakfast, a la carte; luncheon, 50c up; dinner, 55c up.

Ivanhoe Restaurant.—3000 N. Clark st. (100 west). Luncheon, 50c up, dinner, \$1.25 up. Both table d' hote and a la carte meals are served. On week nights there is a minimum charge of \$1.25 per person and on Saturday nights a minimum charge of \$1.50 per person.

Night Clubs

Colony Club.—744 N. Rush st. (75 east). Minimum charge of \$1.50 per person on week nights and Sunday. Saturday night, \$2 per person.

Harry's New York Bar.—400 N. Wabash ave. (50 east). Minimum charge of \$1.50 per person on week nights and Sunday and \$2.50 on Saturday night.

Chez Paree.—610 Fairbanks ct. (300 east). Minimum charge of \$2.50 per person on week nights and Sunday. Saturday night, \$3.50 per person.

Panther Room, Sherman hotel.—Clark and Randolph sts. (100 west and 150 north). Minimum charge of \$1 per person on week nights and Sunday. Saturday night, \$2 per person.

Walnut Room, Bismarck hotel.—171 W. Randolph st. (150 north). Minimum charge of \$1 per person after 9:30 p.m. on week nights and Sunday. Saturday night, \$2 per person after 9:30 p.m. No

minimum or cover charge at any time during the dinner hour.

Blackhawk.—E. Randolph st. and N. Wabash ave. (150 north and 50 east). Minimum charge of \$1.50 per person on week nights and Sunday. Saturday night, \$2.50 per person.

606 Club.—606 S. Wabash ave. (50 east). Minimum charge of \$1 per person at all times.

Celebrity Club.—624 S. Michigan ave. (100 east). Minimum charge of \$1 per person at all times.

Colosimo's Restaurant.—2126 S. Wabash ave. (50 east). Minimum charge of \$2 per person at all times.

Music and Plays

San Carlo Opera Co.—Auditorium on Congress between Michigan and Wabash. October 18, "Carmen"; October 19, (matinee) "Martha" in English; October 19, (evening) "Tosca"; October 20, "Il Trovatore"; October 21, "Traviata"; and October 22, "La Boheme". Curtain at 8:30 p.m. Prices: 25c, 50c, 75c, \$1 and \$1.50.

"Life with Father."—Blackstone Theatre, Michigan at 7th st. An exceptionally good comedy enjoyed by everyone. Evenings (except Sunday) at 8:30; Saturday matinee at 2:30. Evenings, \$1.10, \$1.65, \$2.20 and \$2.75; matinee, \$1.10, \$1.65 and \$2.20.

"The Male Animal."—Selwyn theatre, 180 N. Dearborn. Amusing comedy solves the problem of the husband who constantly hears about the man his wife "might have married." Evenings (including Sunday) at 8:30; Saturday matinee at 2:30. Evenings, \$1.10, \$1.65, \$2.20 and \$2.75; matinees, \$1.10, \$1.65 and \$2.20.

Chicago Symphony Orchestra.—Orchestra Hall, 220 S. Michigan ave. Afternoon of October 18, symphony program; afternoon of October 22, Sergei Rachmaninow, piano.

REVUES AND MUSICAL COMEDY

"Meet the People."—Grand Opera House, 119 N. Clark st. A musical revue from Hollywood which moves on to Broadway soon. Critics call it a hit in a new, fresh style. Evenings (including Sunday) at 8:30; Saturday matinee at 2:30. Evenings, \$1.10, \$1.65, \$2.20 and \$2.75; matinee, \$1.10, \$1.65 and \$2.20.

Sports

INTERCOLLEGIATE FOOTBALL

Notre Dame vs. Carnegie Tech., October 19 at South Bend, Ind. Kickoff at 2 p.m. Special trains and "on the hour" schedule via Chicago, South Shore and South Bend R. R., with \$2.60 round trip rate.

PROFESSIONAL FOOTBALL

Chicago Bears vs. Brooklyn, October 20 at Wrigley Field. Kickoff at 2:15 p.m. Boxes, \$2.20; Grandstand, \$1.90.

ICE SKATING REVUE

Ice Follies of 1941, Chicago Arena, 400 E. Erie st. (658 north), nightly from October 16 to 28. Produced by Shipstad & Johnson, this revue stars Bess Ehrhardt, Evelyn Chandler, Shipstad & Johnson, Roy Shipstad, Frick and Frack and 65 other skaters. Prices \$1.10, \$1.65, \$2.20, \$2.75, tax incl., all seats reserved. Begins at 8:30 p.m.

Popular Points

Points of interest are grouped below according to their relative location with respect to the intersection of State and Madison streets, from which all city addresses are numbered, and, within each classification, according to their relative distance from the Drake hotel, center of Institute convention activities.

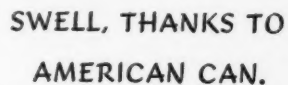
DOWNTOWN AREA

Gold Coast.—Term applied to area bounded roughly by Lake Michigan on the east, Grand ave. on the south, Clark st. on the west and North ave. on the north, once the setting for palatial homes. Gold Coast room of Drake hotel draws its name from this area, now largely given over to hotels, apartment hotels and smart eating places.

Palmolive Beacon.—Atop the Palmolive bldg., just south of the Drake, is the Palmolive beacon, most powerful aviation beacon in the world. It has 2 billion candlepower.

Old Water Tower.—Michigan ave. at Chicago ave., a few blocks south of the Drake. Completed in 1869, tower marks the establishment of Chicago's second waterworks and since it survived the great fire of 1871, stands as a memorial.

Merchandise Mart.—World's largest



*Research, Engineering, Marketing, and Design

AMERICAN CAN COMPANY, 230 PARK AVENUE, NEW YORK, N. Y.
104 SO. MICHIGAN AVE., CHICAGO • 111 SUTTER ST., SAN FRANCISCO

building, with floor area equivalent to 93 acres. Primarily a wholesale buying center, it also houses offices, shops, broadcasting studios and a home building exhibit (7th fl., Rm. 7103). The Mart is located on the north bank of the Chicago river between Wells st. (200 west) and Franklin.

Board of Trade.—Housed in a magnificent building at 141 W. Jackson blvd. (300 south), overlooking the La Salle st. financial district, the board of trade is the nation's leading grain exchange and the scene of active trading in lard and bellies. The bustle of activity as traders and brokers shout their orders in the pit is an unforgettable sight. Visitors' gallery located on fifth floor. Trading hours: 9:30 to 1:15 daily; 9:30 to noon Saturday.

Chicago General Postoffice.—Largest postoffice in world, with 50 acres of floor space. Has daily capacity of 35,000,000 letters and 500,000 sacks of papers and parcels. Located at Van Buren (400 south) and Canal streets (500 west).

Grant Park.—Located on the lake front just east of the Loop business section, Grant park extends from Randolph (150 north) to Roosevelt rd. (1200 south). It contains a yacht harbor, athletic fields and beautiful Buckingham fountain. The fountain will not be in operation during the Institute convention.

Soldier Field.—Located just south of Field Museum on the lake front. Seating capacity, 105,000. The field cost nearly \$8,000,000 and is the scene of numerous athletic contests and other events throughout the year.

NORTH AND WEST

Lincoln Park.—Most famous of Chicago's parks; extends along lake front from North ave. (1600 north) to Foster ave. (5200 north). Among feature attractions of this 1,000-acre park are a large conservatory and the zoo, with its 350 animals, including a 450-lb. gorilla.

It is open daily from 9 a.m. to 5 p.m.

Chicago Stadium.—Scene of recent Democratic National Convention and numerous other important events (see Sports). Located at 1800 W. Madison st.

Northwestern University.—Famous Northwestern campus, outstanding for its beauty, is located in Evanston, Ill., first suburb north of Chicago (12 mi. from Loop). The university's medical dental and law schools are on Lake Shore drive a few blocks south and east of the Drake hotel.

Brookfield Zoo.—Brookfield, a 176-acre park located in a suburb 14 miles southwest of the Loop, features a varied collection of animals housed in natural habitats, confined by deep moats rather than bars. Here bears, giraffes, elephants, lions and a host of other animals may be viewed "in the open" at close range. Among the zoo's most popular animals is Mei Mei, one of the few pandas in this country. Hours: 10 to 5. Admission free Thursday, Saturday and Sunday; 25c other days.

SOUTH

Chinatown.—Most interesting of the city's foreign sections. Compactly centered around Cermak rd. and Wentworth ave. (2200 south, 200 west), this section is packed with gift shops and museums containing Oriental art objects and souvenirs. Other features of interest include "city hall," of authentic Chinese architecture, and several restaurants specializing in Chinese dishes.

Lakeside Press (R. R. Donnelley & Sons Co.).—One of the largest self-contained printing and publishing plants in the world. Located just off the lake at 2200 south. Publications printed here include *Time*, *Life* and many others, among them *THE NATIONAL PROVISIONER*. A section on the eighth floor is devoted to continuous publishing displays open to the public.

Ft. Dearborn.—Replica of original fort destroyed by Indians in 1812 was constructed in Burnham park on the

lake shore (about 2300 south) for the World's Fair of 1933.

Union Stock Yards.—Greatest yards in the world, with a daily capacity of 75,000 cattle, 200,000 hogs and 125,000 sheep. Site of Armour, Swift and Wilson plants, as well as numerous smaller plants, and setting of the International Amphitheater, scene of the annual International Livestock Exposition. Bordered by Halsted st. and W. Pershing rd. (800 west, 3900 south), the yards are conveniently reached by street car or elevated. Larger plants conduct regular tours for visitors.

University of Chicago.—Located on the Midway (5900 south, just west of Jackson park), the university is noted for its English Gothic architecture. Well-known buildings are Rockefeller Memorial chapel and Chicago Lying-in hospital.

Municipal Airport.—Known as the world's busiest airport, with giant airliners and smaller craft always arriving and departing day and night. Served by eight major airlines. Located 9 miles southwest of the Loop at 63rd st. and Cicero ave. (4800 west). Best reached by private car or Bluebird bus, operating hourly from 20 E. Randolph.

Museums

Field Museum.—Recognized as one of the world's leading scientific museums, this institution is located on the lake front at the south end of Grant park. Anthropology, botany, geology and zoology are masterfully covered in its exhibits. Hours: 9 to 5 at time of convention. Admission free Thursday, Saturday and Sunday; 25c other days. Guide-lecture tours daily, except Saturday and Sunday, at 2 p.m.

Art Institute.—Houses one of the world's notable collections of art masterpieces, including the greatest sequence of French paintings. The Institute in on Michigan ave. at Adams st. (200 south): open every day. Hours: 9 to 5 except Sundays. Admission free Wednesday, Saturday and Sunday; 25c other days.

Shedd Aquarium.—Located just east of Field Museum (see above), the Shedd Aquarium houses all types of aquatic life, ranging from tiny sea horses to 7-ft. sharks. Specimens may be viewed at close range through plate glass windows. Hours: 10 to 5. Free on Thursday, Saturday and Sunday; other days, 25c.

Adler Planetarium.—One of few such institutions in the world, the Planetarium reproduces the visible stars and other heavenly bodies by means of an intricate projection machine, which makes it possible to observe their movement and relationships. Lecturers explain the mysteries of the sky. Located on Northerly island, east of Field Museum. Lecture demonstrations at 2:30 and 3:30 Sunday; 11 and 3 other days; also 8 p.m. on Tuesday and Friday. Admission free Wednesday, Saturday and Sunday; 25c other days. The Planetarium has been closed for repairs,



MANY POINTS OF INTEREST IN GRANT PARK

View of southern end of Grant park from roof of Stevens hotel shows (left to right) Adler Planetarium, Shedd Aquarium, Field Museum and Soldier Field. Northerly Island, in background, was site of Midway of Century of Progress Exposition.

THE AMERICAN AGRICULTURAL CHEMICAL CO.

INVITES YOU TO VISIT

BOOTH #19

IAMP HEADQUARTERS FOR



**ORIGINATORS OF SPECIAL GELATIN
FOR USE IN SAUSAGE KITCHENS**

FACTORY AND SALES OFFICE . . . DETROIT, MICH.

but may be reopened October 21.

Museum of Science and Industry.—Almost a world's fair in itself, this museum, located on the lake front in Jackson park (5700 south), traces technical and industrial progress from primitive times to the present advanced stage of applied science. Exhibits, many of which may be operated by visitors, cover physics, chemistry, geology, agriculture, mining, medicine, forestry, power, transportation, architecture, printing, etc. Special demonstrations at frequent intervals. Hours: 10 to 6 daily; 1 to 6 on Sunday. No admission charge.

Oriental Institute.—On University of Chicago campus at 1155 E. 58th st., the Institute houses one of the finest American collections of relics from ancient civilizations of the Near East, some dating back as far as 3500 B. C. and earlier. Hours: 10 to 5 on weekdays; 11 to 5 on Sundays. Admission free.

Chicago Historical Society.—Features 38 exhibit rooms in chronological order, depicting important periods in the nation's history. A splendid collection of Lincoln relics and the anchor from Columbus' flagship, the Santa Maria, are of special interest. Located in Lincoln park at Clark st. and North ave. (100 west, 1600 north). Hours: 9:30 to 4:30 weekdays; 1 to 5 to Sundays. Free on Monday, Wednesday and Friday; other days, 25c.

Shopping Information

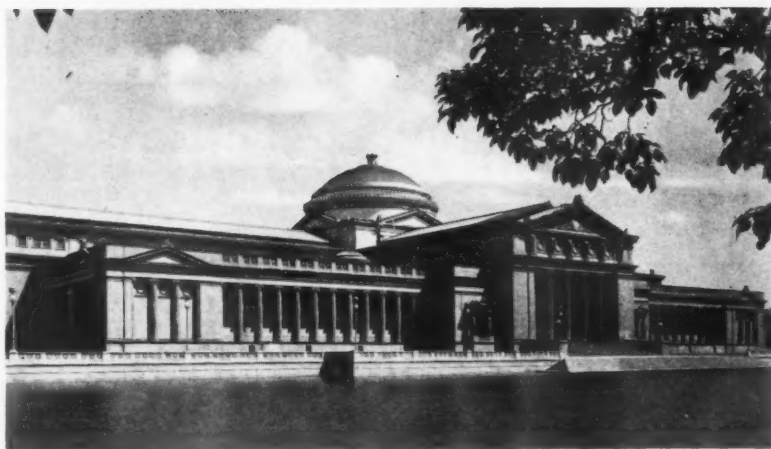
Department stores, specialty shops, gift centers and a variety of other retail stores make Chicago an ideal place to shop during the convention. Most stores are open from 9 or 9:30 to 5:30 daily. Visitors who do their Christmas gift buying early will welcome the opportunity to make selections while here.

Drake area.—A few of the many smart apparel shops within easy walking distance of the Drake: Agnes B. Rice, 100 E. Walton; Ann Idzal, 936 N. Michigan; Aurel Burtis Kuhn, 904 N. Michigan; Blums-North, 920 N. Michigan; Castberg Shop, 934 N. Michigan; Dora H. Stanton, 848 N. Michigan; Ethel Doll North Shop, 112 E. Oak; Huldah Lingerie Studio, 952 N. Michigan; Jay Mignon, Inc., 940 N. Michigan; Leschin, Inc., 622 N. Michigan; Martha Weathered Shop, Drake hotel; and Saks-Fifth Ave., 669 N. Michigan.

Loop area.—Marshall Field & Co., State, Washington, Randolph and Wabash streets, is among the world's greatest department stores. Regular store tours at 10:30 and 2:30 daily, leaving from third floor information bureau at State and Randolph corner. Thousands of gifts in second floor gift court, where expert assistance will be given in making selections.

Carson Pirie Scott & Co., another famous department store, is at State and Madison. Tours may be arranged on notice to personal shopping service. Virginia Austen, shopping adviser (7th floor) will aid in gift selections.

Among numerous other Loop stores



MUSEUM OF SCIENCE AND INDUSTRY FROM SOUTHWEST

This view of the Museum of Science and Industry in Jackson park shows how the building is flanked on the south by Columbia Basin. A visit to the museum is a liberal education in scientific progress and its adaptation to industrial processes.

of interest: Chas. A. Stevens & Co., 19 N. State st.; The Hub (Henry C. Lytton & Sons) and Maurice L. Rothschild, both at State st. and Jackson blvd.; and Von Lengerke & Antoine (VL&A), famous sporting goods store at 33 S. Wabash. The latter has a strong appeal for outdoor men.

Chinatown area.—Offers a host of shops with Oriental gifts. Two of the larger establishments are the Chinese Emporium, 149 W. Cermak rd., and the Ling Long Museum and Gift Shop at 2238 Wentworth ave.

Radio Stations

Most of the large radio studios conduct visitors through the various departments and provide an opportunity for guests to see as well as hear broadcasts. Those desiring to witness a popular network show should write the studio in advance for reservations. Major stations and visiting hours:

WMAQ-WENR (National Broadcasting Co.)—Merchandise Mart, 222 N. Bank drive. Public broadcasts Mon., Tue., Wed., Fri., and Sun. evenings and every afternoon. Studio tours hourly from 9:30 to 4 on weekdays; 2 to 4 Sunday afternoons. Evening tours at irregular hours.

WBBM (Columbia Broadcasting System)—Wrigley bldg., 410 N. Michigan blvd. Public broadcasts Fri., Sat. and Sun. evenings and Sat. and Sun. afternoons. Visitors' tours Monday through Friday, 9:30 to 4:30.

WGN (Mutual Broadcasting System).—Studio at 445 N. Michigan blvd., just north of Tribune Tower. Public broadcasts nightly except Saturday; advance notice required. Studio tours every half-hour from 10:30 to 4:30 on weekdays; 11 to 4:30 on Sundays.

WLS (Prairie Farmer).—Visitors welcome anytime between 5:30 a. m. and 3 p. m. Studio has a "little theater" where visitors can watch and hear.

Industrial Plant Visits

MEAT PACKING COMPANIES

Regular arrangements for handling visitors will be maintained during the convention by Armour and Company, Swift & Company and Wilson & Co. Their plants are located at Union Stock Yards. Each company has a special visitors' route with guides to conduct guests through the various buildings. Trips are made at frequent intervals during plant hours.

MEAT INDUSTRY SUPPLIERS

Allbright-Nell Co.—5323 S. Western blvd. (2400 west).

The Globe Co.—4040 S. Princeton (300 west).

Griffith Laboratories.—1415-31 W. 37th st. (3700 north).

H. J. Mayer & Sons Co.—6819-27 S. Ashland ave. (1600 west).

Wm. J. Stange Co.—2536-40 W. Monroe st. (100 south).

Visking Corp.—6733 W. 65th st.

Corn Products Refining Co.—Argo, Ill. (12 mi. southwest of Loop).

Great Lakes Stamp & Mfg. Co.—2500 Irving Park blvd. (4000 north).

Met-L-Wood Corp.—6755 W. 65th st.

Liquid Carbonic Corp.—3110 S. Kedzie ave. (3200 west).

Peters Machinery Co.—4700 Ravenswood ave. (1750 west).

U. S. Slicing Machine Co.—La Porte, Ind. (69 miles east of Chicago on U. S. 35).

SOMETHING DIFFERENT

Maxwell st.—Lined for blocks with wagons and stands containing merchandise of every description, this is the site of one of the world's most unusual markets and well worth seeing. It extends east and west from Halsted st. (800 west) at 1320 south. Sunday is the best day to visit Maxwell st.

Co-operate

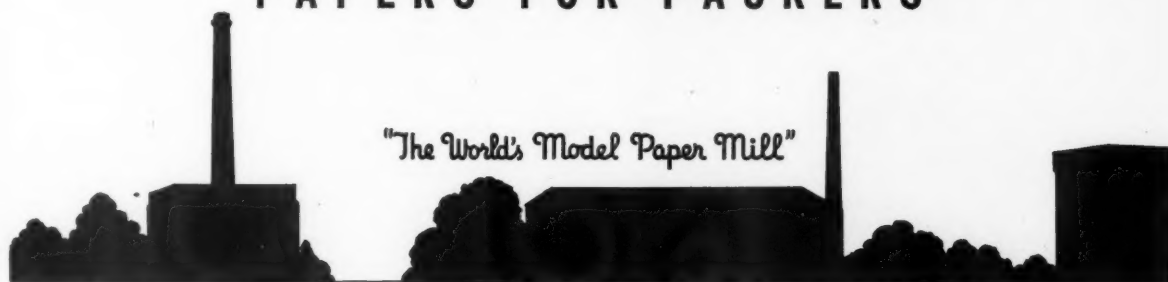


Remember the
banana -- every time
it leaves the bunch
it gets skinned.

*Another good thought passed
on by the makers of*

KVP

PAPERS FOR PACKERS



KALAMAZOO VEGETABLE PARCHMENT COMPANY
PARCHMENT - KALAMAZOO - MICHIGAN

Hospitality Headquarters

OPEN HOUSE is held at convention time on the upper floors of the Drake and Knickerbocker hotels by brokers, packinghouse equipment manufacturers and firms selling supplies to the meat packing industry.

Because the Drake hotel has reserved the right to change room and suite locations up to convention time, some of the room numbers listed below may be incorrect. Since some firms have not been assigned accommodations, blanks have been left beside their names which the packer visitor may fill in when he arrives at the convention. Bulletin boards in the lobbies at the Drake and Knickerbocker will also list a number of the hospitality rooms when registration begins.

DRAKE HOTEL

Allbright-Nell Co.—Room —. Attendants: H. A. Scherer and members of the sales staff.

American Can Co.—Rooms 539-40. Attendants: E. G. Weimer, H. A. Pinney, J. E. Baechle, M. A. Whalen, W. H. Richardson, J. M. Nicoll, L. G. Weiner, W. J. Mullaley, D. W. Peterson, W. C. Schultz, M. P. Cortilet, H. M. Nicholls and Chas. Fago.

Cincinnati Butchers' Supply Co.—Suite 211-14. Attendants: Herman Schmidt, Oscar C. Schmidt, sr., C. Oscar Schmidt, jr., William C. Schmidt, W. H. Sweet, Carl Schwing, sr., Lou Rosenberg, C. D. Berry and W. Hammann.

Continental Can Co.—Room —. Attendants: A. V. Crary, J. P. Louderman, P. O. White, E. J. O'Connor and John Fenn.

Dewey and Almy Chemical Co.—Room —. Attendants: Mason T. Rogers, John Cross and Benjamin A. Fairbanks.

Diamond Crystal Salt Co.—Rooms 862-863. Attendants: P. T. Green, C. C. Van Dyne, A. F. Jaumann, J. T. Conklin, L. M. Fitz Hugh and W. H. Dolan.

John J. Dupps Co.—Room —. Attendants: John A. Dupps, R. H. Lamping and Al Kreuer.

D. J. Gallagher, Inc.—Room 920.

Glidden Co.—Rooms 366-67. Attendants: A. A. Levinson, R. J. Seipp, J. L. Dickinson, Tom Crowe, Morris Dever, William Adler and Herman Waldman.

The Globe Co.—Room 872. Attendants: Chas. H. Dodge, Oscar Biederman, W. D. Moorhead, L. J. McQueen, W. C. Steffan, J. Lissner, H. McConnell, K. Tomlinson, J. P. Moorhead, F. J. Bilek, R. Ristow, Gene Abson and L. R. McQueen. Display: Operation of No. 17 Roto-Cut machine. Roto-Cut hamburger sandwiches will be served.

Hess-Stephenson Co.—Rooms 270-272. Attendants: Stanley E. Hess, J. R. Stephenson, George H. Dunlap and Edward Hess.

J. S. Hoffman Co.—Room —. Harry I. Hoffman, J. J. Zahler, J. W. Klapper, M. A. Bush, J. E. Staren and L. Holladay. Display: Complete line of dry sausage, cheese and other products.

E. G. James Co.—Room 740. Attendants: E. G. James, M. J. Mackin, Ray T. Williams, Joe Duschensky, Clay Hudson and others.

Kold-Hold Mfg. Co.—Room —.

Lacy Lee, Inc.—Room 336. Attendants: Lacy J. Lee, W. Claxton Lee, Henry P. Heffernan and Dayton L. Ivins.

H. J. Mayer & Sons Co.—Rooms 866-67-69. Attendants: H. J. Mayer, sr., Herman J. Mayer, jr., S. A. Mayer, Frank A. Mayer, Charles F. Mayer, Roger Rath, J. O. Strigle and H. J. Addison.

Milprint, Inc.—Room —. Attendants: J. A. Baker, Jack E. Burns, G. Willard Meyer, W. D. Bain, John Seveck and Warren Anderson.

Odell and Whitting.—Room 705. Attendants: Bernard J. Odell, George W. Whitting, Gordon B. Austin, Doyné I. Nickerson, and Dorothy O'Kelly.

Oppenheimer Casing Co.—Suite 340. H. D. Oppenheimer, Seymour Oppenheimer, Edward H. Oppenheimer, Martin Hirsch, M. S. Holstein, W. D. Berger, G. D. Nussbaum, Myer Samler, L. E. Breadman, Arthur Luft and Joseph Messing.

Preservalline Mfg. Co.—Room —. Ted Brown, Lee J. Kenyon, Ed Gisch, Bill Scheyer, Hans Daube, John Dier, Andy Schnell, O. E. Monteith, Karl Rein, Charles Warmbold, Louis Rosmarin, Paul Schmidt and Selwyn Rubin.

H. P. Smith Paper Co.—Room 229. Attendants: C. Carr Sherman, E. P. Schoenthaler, Jack Pendexter, Earl Townsend, Jim Scofield and Roger Emmertz. Display: Complete line of packinghouse paper and two stunt features.

A. E. Staley Mfg. Co.—Room —. Attendants: J. N. Van Allsburg and other members of firm.

Sunderland & De Ford.—Room —. Attendants: George Sunderland, Harold L. De Ford and James G. Mercer.

Sylvania Industrial Corp.—Rooms 639-40-41. Attendants: R. G. Akin, G. W. Smale, H. M. Davis, R. A. Blumer, H. C. Homer, P. A. Schuster, W. A. Weiss, H. A. Hansen, W. Dunn and V. Winkler.

Transparent Package Co.—Room M-18, Mezzanine. Attendants: R. L. Atkinson, E. O. Johnson, T. T. Morrow, E. E. Northway, A. S. Davis, D. A. Heyne, M. L. Hofman, Q. S. Nelson, D. D. Pollack, M. L. Rosenthal, L. B. Tauber and B. J. Wien.

Visking Corp.—Rooms 238-39-40-41-42. H. R. Medici, E. J. Marum, L. E. Houck, W. R. Hemrich, K. W. Chapman, J. B. Frank, E. B. Cahn, B. S. McCoy and others of the company's sales staff.

Westinghouse Electric & Mfg. Co.—Room —. Attendants: H. J. Hoffman, K. L. Bonnell and Lou Menges. Display: Tenderay process and serving of Tenderay steaks.

J. C. Wood & Co.—Room —. Attendants: Robert Burrows and Messrs. McKenerick, Richmond, Monson and F. S. Burrows.

KNICKERBOCKER HOTEL

Afral Corp.—Room 212. Attendants: Mrs. A. M. Kasten, R. K. Kurze, R. W. Morris, E. H. Giles, B. Roehm, Leo Lappin and L. Fein.

Berth, Levi & Co., Inc.—Room 206. Attendants: D. A. Weill and other representatives from the New York and Chicago offices.

Independent Casing Co.—Room 1000. Attendants: Sigmund Strauss, Laurence W. Pfaelzer, Charles A. Raynor, B. A. Geier, George G. Fisher, Sam Isaac, Charles G. Stohrer, Herbert J. Althemer, Irwin L. Hirsch and Herbert W. Strauss.

Interstate Folding Box Co.—Room —. Attendants: T. W. Ross, G. G. Kamerer, W. C. Hurd and J. E. Greenslade.

NEW "BOSS" PLANT

The new manufacturing plant of the Cincinnati Butchers' Supply Co., Cincinnati, O., is nearing completion, according to a statement issued by Herman Schmidt, president. Finishing touches will be put on the new one-story plant, within the next few weeks.



WELCOME TO BROOKFIELD!

Friendly bears putting on a show for visitors at Brookfield Zoo, one of Chicago's leading points of interest. Many animals at Brookfield live in natural habitats surrounded by moats, and may be watched at close range. A panda, gorillas and several giraffes are among the zoo's chief attractions.

Equipment and Supplies Take Spotlight

PACKERS and sausage manufacturers will find this year's exhibit of equipment and supplies one of the most valuable and interesting features of the convention.

The year's developments will pass in review for the visitor—new equipment which promises lower costs and better product, as well as improved versions of time-tested machinery and supplies. The latest ideas for effective merchandising and efficient processing will be on display—ideas which will put dollars in the packer's pocket and enable him to keep abreast or ahead of his competitors.

Exhibits will be located in the Gold Coast and French rooms on the main floor of the Drake. The exhibits will be open as follows, except when convention meetings are in session:

Friday, October 18—8 a.m. to 8 p.m.
Saturday, October 19—8 a.m. to 6 p.m.
Sunday, October 20—10 a.m. to 6 p.m.
Monday, October 21—8 a.m. to 10 p.m.
Tuesday, October 22—8 a.m. to 6 p.m.

The exhibit rooms will be closed, locked and inaccessible to convention delegates, invited guests and exhibitors during the time that the convention meetings are in session. They will be opened immediately after the close of convention meetings. These hours will be rigidly adhered to.

The 68 booths and 58 exhibitors at the 1940 convention will set a new record for this attraction. The exhibitors, their featured products and their staffs will be as follows:

1-3.—**SAUSAGE IN NATURAL CASINGS**, Chicago. Suggested sausage display units for retail stores and a panel depicting the place of sausage in the diet of the four seasons will form the central attraction. There will be a guessing contest—the weight of a football made of casings and stuffed with bologna will be the object—and sausage appetizers will be served. Representatives of various packers will be in attendance.

4.—**DENMAN TIRE & RUBBER CO.**, Warren, O.

5.—**VILTER MANUFACTURING CO.**, Milwaukee, Wis. The ½-ton Pak-Icer for meat packing and sausage plant use will be on display. The exhibit will be staffed by C. J. Heinzelman, J. A. Heinzelman, D. J. Thompson and F. T. Blum.

6-7.—**H. J. MAYER & SONS CO.**, Chicago. Sandwiches will be served at the Mayer exhibit, which will feature products in which the firm's seasonings and cures are used. Visitors will be received by H. J. Mayer, sr., Herman J. Mayer, jr., S. A. Mayer, Frank A. Mayer, Charles F. Mayer, Roger Rath, J. O. Strigle and H. J. Addison.

8-12.—**E. I. DU PONT DE NEMOURS & CO.**, Cellophane division, Wilmington, Del. "Cellophane" packaging for pork products, fresh meat cuts and fresh frozen meat products. The exhibit will be

HOTEL TELEPHONE NUMBERS

Capitalized letters in each exchange prefix are used when calling by dial phone.

AuditoriumHARrison 5000
BlackstoneHARrison 4300
Chicago Towers Club
(Medinah Club).WHItEhall 4100
DrakeSUPerior 2200
Edgewater
BeachLONgbeach 6000
Knickerbocker ...SUPerior 4264
Lake Shore Drive.SUPerior 8500
La SalleFRAnklin 0700
MorrisonFRAnklin 9600
Palmer House ...RANdolph 7500
SenecaSUPerior 2380
ShermanFRAnklin 2100
StevensWABash 4400
Union League
ClubHARrison 7800

in charge of R. R. Smith, aided by R. M. MacDonald, E. M. Wallace, A. W. Shaffer, L. B. Steele, W. J. Harte, R. J. Crowley, J. D. Baker and C. F. Brown.

13.—**JACOBS BROS. CO.**, Brooklyn, N. Y. A new aluminum, end-tower, super-speed Detecto-Gram scale will be shown for the first time, in addition to the standard line of the firm's scales. B. F. Costello will be in charge of the exhibit.

13A.—**ROBBINS & BURKE, INC.**, Cambridge, Mass. A new 1941 streamlined, mechanically refrigerated truck body will be on display at the convention. The body, which is one of four standard sizes, has a number of features of interest to packers, including its streamlining, insulation, hardware and ease of washing. Joseph J. Robbins, president, will be in charge. Doleco plates will be installed in the truck.

14-16.—**KOLD-HOLD MANUFACTURING CO.**, Lansing, Mich. A meat delivery truck refrigerated with Kold-Hold plates will be exhibited. E. A. Thiele will be in charge of the booth, assisted by R. C. Mitchell.

16A.—**CARRIER CORPORATION**, Syracuse, N. Y. The New Carrier truck refrigeration unit, cold diffuser and unit heater will be shown at the convention this year. C. I. Elliott will be in charge of the exhibit and will be assisted by Messrs. Bailey and Borison.

17-18.—**U. S. SLICING MACHINE CO.**, LaPorte, Ind. The firm's heavy duty bacon slicer will be featured and other machines suitable for meat plant use will be shown. Earl Hill and E. H. Nicholson will welcome visitors.

19.—**AMERICAN AGRICULTURAL CHEMICAL CO.**, Detroit, Mich. Keystone gelatin, especially developed for meat industry purposes, will be the featured product at the booth. Robert C.

Wothe and George H. Rohling will be in charge.

20.—**CINCINNATI BUTCHERS' SUPPLY CO.**, Cincinnati, O. The Boss vacuum mixer No. 533 will be featured at the exhibit; an enlargement of a circular on the No. 521 silent cutter will be shown, as well as a large photograph of the firm's new plant in "Bosstown," Elmwood place, Cincinnati, O. The exhibit will be staffed by several officers, including Herman Schmidt, Oscar C. Schmidt, sr., C. Oscar Schmidt, jr., and William C. Schmidt, as well as representatives W. H. Sweet, Carl Schwing, sr., Lou Rosenberg, C. D. Berry, Walter Hammann, Howard M. Wilson and Fred W. Stothfang.

21-22.—**WM. J. STANGE CO.**, Chicago. Peacock brand certified casing colors, C.O.S. seasonings for all types of sausage, meat branding inks and curing tablets will be featured at the Stange booth. Packers will be greeted by W. B. Durling, Aladar Fonyo, Joe Graf, Boyd McKeane, T. L. Allen, Vernon E. Berry, Irving Zeiler, H. A. Hughes, and Ray F. Beerend.

23.—**SPECIALTY MANUFACTURERS SALES CO.**, Chicago. The C. D. Superior reversible grinder plates, C. D. Triumph reversible plates, C. D. Superior O.K. style knives, a linking guide and flushing gauge will be among the equipment on display. C. W. Dieckmann and Charles Hess will be at the booth.

24.—**CORN PRODUCTS SALES CO.**, New York. Dextrose, the curing sugar possessing many advantages, will be spotlighted at the Corn Products exhibit. Dr. J. H. Buchanan will be in charge and will be assisted by George A. McDonald, B. M. Morse, J. M. Krno and H. A. Crown.

25.—**HUNTINGTON LABORATORIES, INC.**, Huntington, Ind. A polishing and scrubbing machine, insecticides, fly sprays, liquid toilet and scrubbing soaps and floor polishes will be shown at the Huntington booth by Wray Norton.

26.—**SHELLMAR PRODUCTS CO.**, Mount Vernon, O. The exhibit will consist of smart applications of converted "Cellophane" to meat products. T. W. Koch will be in charge and will be aided by J. H. Gauss, J. H. Huse and H. D. Martin.

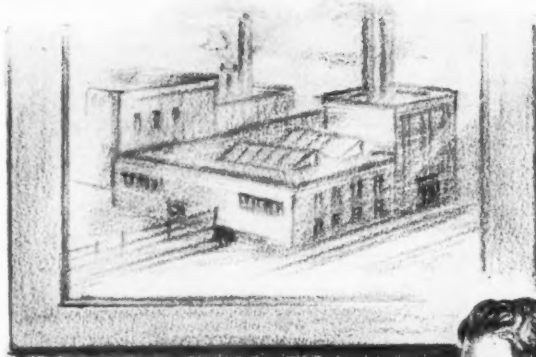
27.—**KENRAD TUBE & LAMP CORP.**, Owensboro, Ky. Ken-Rad incandescent lamps will be featured at this exhibit and George Phillips will welcome visitors.

28.—**WILSON & CO.**, Chicago, Product coated with Geladip, the new sausage and cooked meat covering developed by Wilson, will be on display along with a replica of the dripping tank used in applying it. Holland Hamilton and R. P. Vallee will be in attendance at the booth.

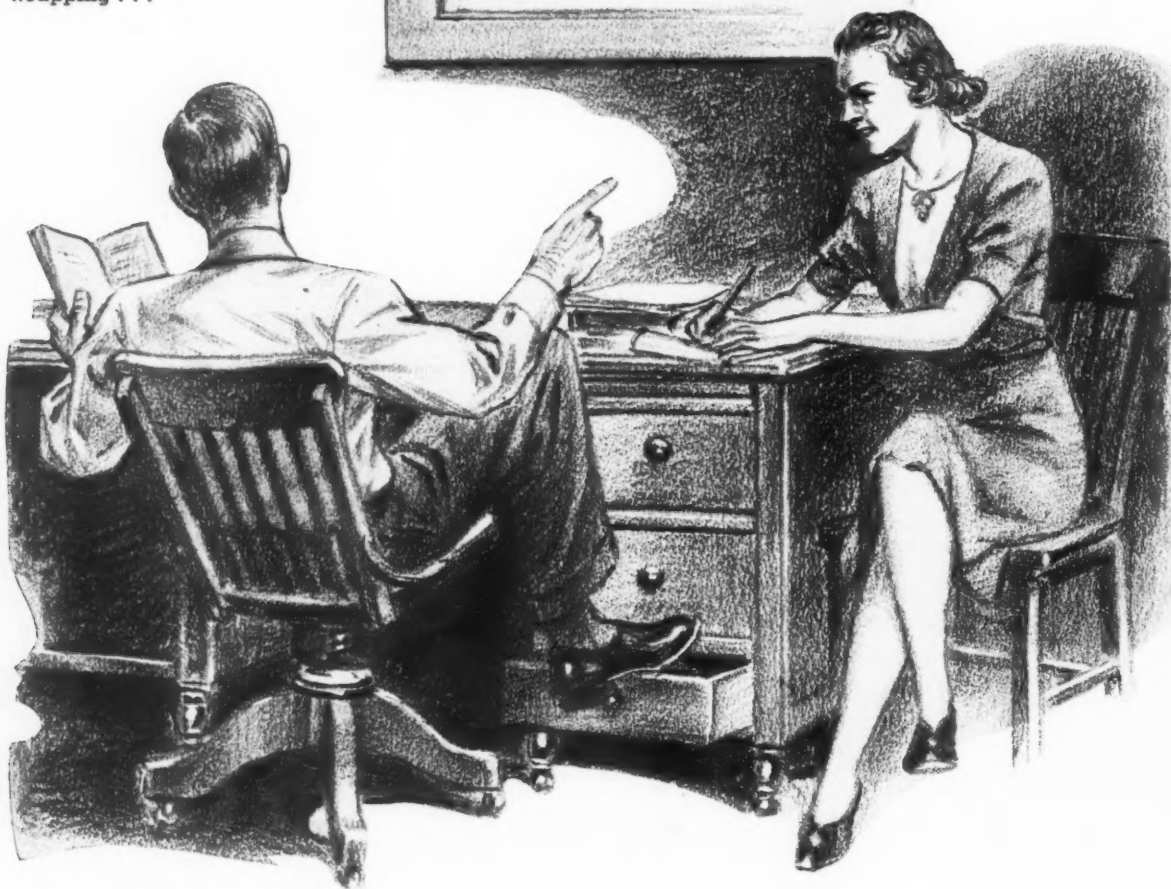
29.—**HENRY MUHS CO.**, Passaic, N. J. Moldart Packaging Co., a subsidiary, will use this booth to demonstrate

(Continued on page 39.)

Here's something I don't want to forget Miss Taylor; make a memo for my convention notes to be sure to stop in at Suite 229 Drake Hotel and visit the H. P. Smith Paper Company headquarters. I've got to get some data from them on wrapping . . .



If I remember correctly you certainly had a good time there last year.



The
H. P. SMITH PAPER COMPANY
5001 West 66th Street
CHICAGO, ILLINOIS

. . . cordially invites you to visit
their Headquarters at the
Annual Convention of the American
Institute of Meat Packers,
Drake Hotel, Chicago, Oct. 18-22

Lard Futures Trade Put Under Federal Control

Futures trading in lard, tallow, soybean oil, cottonseed oil and all other fats and oils will be regulated by the Secretary of Agriculture under an amendment to the Commodity Exchange Act which Congress passed last week. The new law will go into effect 60 days after it is signed by the President.

In addition to all futures trading in fats and oils, the measure will bring trade in cottonseed meal, cottonseed, peanuts, soybeans and soybean meal under federal regulation. Prior to passage of the new law, markets for 14 other agricultural products had been covered by the Commodity Exchange Act.

The U. S. Department of Agriculture is reported to have favored the amendment, claiming that it will increase the price of lard 1½ to 2 cents per pound and the value of cottonseed from \$3 to \$5 per ton.

1940 LARD CONSUMPTION

Estimated production and consumption of lard from federally inspected slaughter during the year 1940:

	Lard rendered lbs.	Total apparent consumption lbs.	Per capita consumption lbs.
January	178,395,000	110,336,672	.84
February	140,979,000	61,381,085	.47
March	130,199,000	97,407,790	.74
April	113,315,000	97,191,193	.74
May	121,956,000	89,181,982	.68
June	121,511,000	85,977,282	.65
July	103,983,000	79,310,426	.60

CUT-OUT RESULTS LITTLE CHANGED FROM WEEK AGO

Cut-out results at Chicago this week changed only a few cents from the preceding period. Product values and hog costs totaled about the same as last week on all weights, since loin and trimming values rose during the four-day period, but other product declined in value.

	Pct. live wt.	Price per lb.	Value per cwt. alive	Pct. live wt.	Price per lb.	Value per cwt. alive	Pct. live wt.	Price per lb.	Value per cwt. alive
—180-220 lbs.—				—220-240 lbs.—			—240-270 lbs.—		
Regular hams	14.00	12.3	\$1.72	13.80	12.3	\$1.70	13.70	12.3	\$1.69
Picnics	5.60	9.7	.54	5.40	9.6	.52	5.30	9.4	.50
Boston butts	4.00	13.5	.54	4.00	13.3	.53	4.00	12.8	.51
Loins (blade in)	9.80	16.1	1.58	9.60	15.6	1.50	9.50	14.6	1.39
Bellies, S. P.	11.00	10.4	1.14	9.70	10.5	1.02	8.00	10.7	.86
Bellies, D. S. ....	.....	.....	.....	2.00	8.1	.16	4.00	8.0	.32
Fat backs	1.00	3.4	.03	3.00	3.8	.11	4.00	4.3	.17
Plates and jowls	2.50	4.7	.12	3.00	4.7	.14	3.40	4.7	.16
Raw leaf	2.10	4.4	.09	2.20	4.4	.10	2.00	4.4	.09
P. S. lard, rend. wt.	12.40	4.8	.60	11.00	4.8	.53	10.30	4.8	.49
Spareribs	1.00	11.3	.18	1.50	7.8	.12	1.50	5.8	.09
Trimming	3.00	8.6	.26	2.80	8.6	.24	2.80	8.6	.24
Feet, tails, neckbones	2.00	...	.05	2.00	...	.05	2.00	...	.05
Offal and miscellaneous .....	...	...	.21	...	...	.21	...	...	.21
TOTAL YIELD AND									
VALUE	69.00	...	\$7.06	70.00	...	\$6.93	70.50	...	\$6.77
Cost of hogs per cwt. ....	.....	\$6.35	.....	.....	\$6.48	.....	.....	\$6.49	.....
Condemnation loss .....	.....	.03	.....	.....	.03	.....	.....	.03	.....
Handling and overhead ....	.....	.60	.....	.....	.52	.....	.....	.47	.....
TOTAL COST PER CWT.									
ALIVE .....	.....	\$6.98	.....	.....	\$7.03	.....	.....	\$6.90	.....
TOTAL VALUE .....	.....	7.06	.....	.....	6.93	.....	.....	6.77	.....
Loss per cwt. ....	.....	.....	.....	.....	.10	.....	.....	.22	.....
Loss per hog .....	.....	.....	.....	.....	.23	.....	.....	.56	.....
Profit per cwt. ....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Profit per hog .....	.....	.16	.....	.....	.....	.....	.....	.....	.....

CASING IMPORTS AND EXPORTS

Foreign trade in casings during August:

IMPORTS		
	Sheep, lamb and goat, lbs.	Other, lbs.
Canada	16,634	225,364
Argentina	91,393	370,733
Brazil .....	...	56,790
Chile	74,914	...
Paraguay .....	...	29,651
Peru	3,283	...
Uruguay	1,849	134,161
British India	16,129	...
China	9,699	106,924
Iran (Persia)	3,217	...
Syria	2,221	...
Turkey	10,602	...
Australia	70,061	1,299
New Zealand	108,254	...
Egypt	9,210	...
Algeria	6,275	...
Morocco	23,751	...
Others	2,534	...
Total	450,056	924,863
Value	\$331,189	\$60,647

EXPORTS		
	Hog, lbs.	Beef, lbs.
United Kingdom	235,257	1,280
Canada	7,749	3,891
Panama, Canal of .....	...	10,078
Cuba	7	17,216
Australia	38,153	1,145
New Zealand	33,226	...
Union of So. Africa	15,427	7,500
Others	1,218	330
Total	331,067	37,515
Value	\$155,112	\$6,802

LARD YIELD AND PRODUCTION

Average yield of lard (rendered weight) per animal during August, 1940, was 31.03 lbs., compared with 32.96 lbs. in July, 1940, and 32.93 lbs. in August, 1939. This yield was 12.92 per cent of the live weight in August, 1940, 13.21 per cent in July and 13.38 per cent in August, 1939. August five-year average yield of lard was 27.76 lbs.

Production, estimated on the basis of

number of hogs slaughtered under federal inspection (including leaf), totaled 94,188,000 lbs. in August, 1940; 105,785,000 lbs. in July, and 91,676,000 lbs. in August, 1939. Five-year average for August was 61,319,000 lbs.

U. K.—CANADIAN BACON TALKS

MONTREAL.—Discussions expected to start in London next week between a Canadian mission and British authorities, will bear upon the long-term supply of foodstuffs, especially bacon, to the United Kingdom. British bacon purchases may be increased above the present weekly 5,600,000 lbs. since Denmark and Holland no longer supply Great Britain. Canada can supply and the United Kingdom can take a third more than the present quota. More pork may be shipped in the frozen form. The main problem is one of finance owing to Great Britain's desire to conserve exchange.

GOVERNMENT GRADED MEAT

Meat graded and contract deliveries of meats and by-products accepted by the U. S. Department of Agriculture, Agricultural Marketing Service during August:

	August, 1940 lbs.	July, 1940 lbs.	August, 1939 lbs.
Fresh and frozen—			
Beef	52,111,673	53,631,179	43,389,423
Veal	537,212	574,236	465,893
Calf	68,627	23,635	38,590
Lamb	1,764,772	1,796,516	1,738,757
Mutton and yearling ..	266,533	245,432	259,068
Pork	701,027	771,510	424,477
Cured—			
Beef	151,311	138,443	234,506
Pork	1,026,520	920,067	3,544,475
Sausage	541,056	555,838	3,891,840
Other meats	464,410	444,880	249,662
Total	37,653,141	59,101,745	54,227,721

MEAT IMPORTS AT NEW YORK

Imports for the period September 26 to October 2, inclusive, at New York:

Point of origin	Commodity	Amount, lbs.
Canada—Smoked back bacon	1,318	
—Smoked bacon	50	
—Fresh chilled pork	1,860	
—Fresh frozen pork	22,468	
—Dried sausage	1,084	
—Dried pork	326	
—Frozen beef livers	11,260	
—Frozen pork hams	585	
—Fresh pork hams	1,126	
—Fresh pork bellies	900	
—Fresh pork trimmings	1,500	
—Fresh pork shoulders	4,000	
—Fresh pork spare ribs	1,000	
—Canned pork hams	1,587 1/2	
—Fresh pork sausage	20	
Cuba—40 halves, fresh frozen veal	3,732	
—80 quarters, fresh frozen veal	2,973	
—200 eighths, fresh frozen veal	15,760	
—1492 quarters fresh chilled beef	238,452	
—6 cases fresh chilled beef	639	
Switzerland—Granulated bouillon	3,985	
—Bouillon cubes	15,168	

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended on October 5, 1940:

	Week Oct. 5	Previous week	Same week '39
Cured meats, lbs.	19,655,000	22,738,000	15,567,000
Fresh meats, lbs.	52,853,000	59,005,000	51,749,000
Lard, lbs.	4,228,000	6,254,000	3,941,000

CHICAGO PROVISION MARKETS

CASH PRICES

Based on actual carlot trading Thursday,
October 10, 1940

REGULAR HAMS

	Green	*S.P.
8-10	12 @12 1/4	13 1/4
10-12	12 @12 1/4	13 1/4
12-14	12 1/4	13 1/4
14-16	12 1/4	13 1/4
10-16 range	12 1/4	13 1/4

BOILING HAMS

	Green	*S.P.
16-18	12 1/4	13 1/4
18-20	12 1/4	13 1/4
20-22	12 1/4	13 1/4
16-20 range	12 1/4	13 1/4
16-22 range	12 1/4	13 1/4

SKINNED HAMS

	Green	*S.P.
10-12	13	13 1/4
12-14	13 1/4	14
14-16	13 1/4	14 1/4
16-18	13 1/4	14 1/4
18-20	13 1/4	14 1/4
20-22	12 1/4	13 1/4
22-24	12 1/4	13 1/4
24-26	12 1/4	13 1/4
25-30	11 1/4 @11 1/4	12
25 up, No. 2's inc.	11	12

PICNICS

	Green	*S.P.
4-6	10	10 1/4
6-8	9 1/4 @10	10 1/4
8-10	9 1/4	9 1/4
10-12	9 1/4	9 1/4
12-14	8 1/4	9 1/4
14-16	8 1/4	9 1/4
Short shank 1/2 @ 1/2 c over.		

BELLIES

(Square cut seedless)

	Green	*D.C.
6-8	10 1/4	11 1/4
8-10	10 1/4	11 1/4
10-12	11	12
12-14	11	12
14-16	11	12
16-18	11	12

*Quotations represent No. 1 new cure.

GREEN AMERICAN BELLIES

18-20	9 1/4 @ 9 1/4
20-25	9 1/4

D. S. BELLIES

	Clear	Rib
16-18	9 1/4	9 1/4
18-20	9	9 1/4
20-25	9	9 1/4
25-30	8 1/4	8 1/4
30-35	8 1/4	8 1/4
35-40	8 1/4	8 1/4
40-50	8 1/4	8 1/4

D. S. FAT BACKS

6-8	4 1/4
8-10	4 1/4
10-12	4 1/4
12-14	5
14-16	5 1/4
16-18	5 1/4
18-20	7 1/4 @ 7 1/4
20-25	7 1/4

OTHER D. S. MEATS

Regular plates	6-8	7 n
Clear plates	4-6	5 1/2 n
D. S. jowl butts	5 @ 5 1/4	5 1/4
S. P. jowls	5 1/4 @ 5 1/4	5 1/4
Green square jowls	5 1/4 @ 5 1/4	5 1/4
Green rough jowls	5	5

WEEK'S LARD PRICES

Prices of cash, loose and leaf lard on
the Chicago Board of Trade:

	Cash	Loose	Leaf
Saturday, Oct. 5	4.62 1/2 n	4.77 1/2 b	4.87 1/2 n
Monday, Oct. 7	4.60 n	4.75 n	4.87 1/2 n
Tuesday, Oct. 8	4.60 n	4.67 1/2 n	4.75 n
Wednesday, Oct. 9	4.65 n	4.75 b	4.87 1/2 n
Thursday, Oct. 10	4.67 1/2 n	4.75 n	4.87 1/2 n
Friday, Oct. 11	4.67 1/2 n	4.75 b	4.87 1/2 n

Packers' Wholesale Prices

Refined lard, tierces, f.o.b. Chgo.	6 1/4
Kettle rend., tierces, f.o.b. Chgo.	7 1/4
Leaf, kettle rend., tierces, f.o.b. Chgo.	7 1/4
Neutral, tierces, f.o.b. Chgo.	7 1/4
Shortening, tierces, c.a.f.6.	8 1/4

Havana, Cuba Lard Price

Wednesday, October 9, 1940

Pure lard	9.95c
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FUTURE PRICES

SATURDAY, OCTOBER 5, 1940

LARD—

	Open	High	Low	Close
Oct.	4.87 1/2 b
Dec.	4.70	4.80	4.70	4.80 b
Jan.	4.82 1/2	4.95	4.82 1/2	4.90 b
Mar. ....	....	....	....	6.00 b
May	6.17 1/2	6.20	6.17 1/2	6.20
July ....	....	....	....	6.32 1/2 b

Sales: Oct. 2; Dec. 11; Jan. 13; Mar. 2; May, 3; total, 31 sales.

Open interest: Oct. 6; Dec. 1,121; Jan. 1,300; Mar., 70; May, 136; July, 1; total 2,634 lots.

CLEAR BELLIES—

Oct.	8.50n
-----------	-------

MONDAY, OCTOBER 7, 1940.

LARD—

Oct.	4.55ax
Dec.	4.75
Jan.	4.95
Mar.	5.95
May	6.20
July	6.12 1/2

Sales: Oct. 1; Dec. 8; Jan. 12; Mar. 2; May, 4; total, 27 sales.

Open interest: Oct. 6; Dec. 1,118; Jan. 1,304; Mar., 70; May, 140; July, 1; total, 2,639 lots.

CLEAR BELLIES—

Oct.	8.50n
-----------	-------

TUESDAY, OCTOBER 8, 1940

LARD—

Oct.	4.55n
Dec.	4.75
Jan.	4.90
Mar.	5.90
May	6.12 1/2
July	6.12 1/2

Sales: Dec. 13; Jan., 7; Mar., 2; May, 22; total, 44 sales.

Open interest: Oct. 6; Dec. 1,113; Jan., 1,306; Mar., 70; May, 142; July, 1; total, 2,638 lots.

CLEAR BELLIES—

Oct.	8.50n
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WEDNESDAY, OCTOBER 9, 1940

LARD—

Oct.	4.57 1/2
Dec.	4.72 1/2
Jan.	4.87 1/2
Mar.	5.90
May	6.07 1/2
July	6.12 1/2

Sales: Oct. 2; Dec. 14; Jan., 9; Mar., 1; May, 17; total, 43 sales.

Open interest: Oct. 6; Dec. 1,118; Jan., 1,304; Mar., 70; May, 142; July, 1; total, 2,641 lots.

CLEAR BELLIES—

Oct.	8.50n
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THURSDAY, OCTOBER 10, 1940.

LARD—

Oct.	4.62 1/2 ax
Dec.	4.77 1/2
Jan.	4.92 1/2
Mar.	5.90
May	6.15
July	6.30

Sales: Oct. 1; Dec. 8; Jan., 7; Mar., 1; May, 9; July, 1; total, 27 sales.

Open interest: Oct. 4; Dec. 1,117; Jan., 1,305; Mar., 69; May, 141; July, 1; total 2,637 lots.

CLEAR BELLIES—

Oct.	8.50n
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FRIDAY, OCTOBER 11, 1940

LARD—

Oct.	4.62 1/2 b
Dec.	4.80
Jan.	4.97 1/2
Mar.	5.97 1/2
May	6.10
July	6.17 1/2 ax

CLEAR BELLIES—

Oct.	8.50n
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Provisions and Lard

THE Chicago lard futures market was a little steadier this week and fresh pork scored some gains; carlot product was easy early but firmed up somewhat at midweek.

LARD.—Monday's futures market was steady to a few points lower following the advance on Saturday; trade was light and there was some selling of May by cash interests and buying by commission houses. Tuesday's tone was reactionary on hedging sales prompted by the lower hog market. A commission house with eastern connections bought May.

Values were stronger at midweek on small lot cash and commission house buying resulting from strength in the hog market. Volume was light with packers doing some of the selling. Prices averaged higher on Thursday in spite of bearish hog news; reports of recent export sales and firmness in grains were strengthening factors. Lard closed Thursday at 7 1/2 to 17 1/2 points over the preceding Friday, with March and May unchanged. Loose was quoted over cash lard this week, but at a somewhat smaller differential.

Prices were steadier at New York. Prime western was quoted at 5.25@5.35; middle western, 5.15@5.25; New York City in tierces, 4 1/2 c, tubs, 5 1/2 c; refined continent, 6 1/2 c; South America, 6 1/4 c; Brazil kegs, 6 1/2 c; shortening in round lots, 7 1/4 c, smaller lots, 8 c.

CARLOT TRADING.—There was a mixed trend in the Chicago carlot market this week, although significant price changes were few; some joints were steady to firm while heavy regular hams and fat cuts were generally lower. Light green and S. P. regular hams were unchanged and light green skinned hams advanced 1/4 c over last Friday. Demand for light green picnics was moderate and the 6/8 were marked down to 9 1/4 c and the 12/14 to 8 1/4 c.

Light green bellies were easy and 1/4 @ 1/2 c lower; cured bellies were off 1/4 @ 1/2 c. D. S. clear bellies were steady and held at the full list, unchanged from last Friday. Inquiries for D. S. fat backs were slow and the light and medium backs were off 1/4 c on quiet sales.

FRESH PORK.—Strength in loins and trimmings featured the fresh pork market this week. Light and medium loins were up 2c and heavies advanced 1/4 @ 1/2 c. Boston butts gained 1/4 c over last Friday's quotation. Fresh regular trimmings boomed and brisk demand brought an advance of 1c over last weekend.

EXPORTS OF SPECIAL MEATS

Meat specialties exported in August and their value:

	Aug., lbs.	Aug., value
Kidneys and livers	26,674	\$ 4,585
Tongues	10,507	752
Poultry and game	158,070	36,537

LARD AND GREASE EXPORTS

Exports of greases from New York City, week of October 5, totaled 56,000 lbs.

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MEAT AND SUPPLIES PRICES

Chicago

WHOLESALE FRESH MEATS

Carcass Beef		Week ended October 9, 1940	Cor. week, 1939
		per lb.	per lb.
Prime native steers—			
400-600	20	16½ @ 17½	
600-800	20	15 @ 16	
800-1000	20	14½ @ 15½	
Good native steers—			
400-600	18½	15½ @ 16½	
600-800	18½	14½ @ 15½	
800-1000	18½	14½ @ 15½	
Medium steers—			
400-600	17½ @ 18½	15 @ 16	
600-800	17½	14½ @ 15½	
800-1000	17½	14 @ 14½	
Heifers, good, 400-600	17½ @ 18½	15 @ 16	
Cows, 400-600	12 @ 12½	11 @ 12	
Hind quarters, choice	24	18½ @ 19	
Fore quarters, choice	16	14 @ 15	

Beef Cuts

	unquoted	unquoted
Steer loins, prime	36	27
Steer loins, No. 1	36	25
Steer short loins, prime	42	30
Steer short loins, No. 2	38	28
Steer loin ends (hips)	31	23
Steer loin ends, No. 2	18	17
Cow loins	20	19
Cow short loins	20	16
Cow loin ends (hips)	20	16
Steer ribs, prime	unquoted	unquoted
Steer ribs, No. 1	27	19
Steer ribs, No. 2	26	17
Cow ribs, No. 2	18	13
Cow ribs, No. 3	12½	12
Steer rounds, prime	unquoted	unquoted
Steer rounds, No. 1	19	16½
Steer rounds, No. 2	15½	13
Steer chuck, prime	unquoted	unquoted
Steer chuck, No. 1	17½	14½
Steer chuck, No. 2	17	13½
Cow rounds	13	14
Cow chuck	10½	10½
Steer plates	10½	8
Medium plates	10½	8
Briquets No. 1	15	12
Cow navel ends	8½	7
Steer navel ends	8	6
Fore shanks	9	8
Hind shanks	8	8
Strip loins, No. 1 bbl.	70	55
Strip loins, No. 2	55	45
Sirloin butts, No. 1	37	32
Sirloin butts, No. 2	24	25
Beef tenderloins, No. 1	68	65
Beef tenderloins, No. 2	65	63
Rump butts	24	16
Flank steaks	26	22
Shoulder clods	16	15½
Hanging tenderloins	15	17
Insides, green, 6@8 lbs.	16½	16½
Outsides, green, 5@6 lbs.	16	14½
Knuckles, green, 5@6 lbs.	16½	16

Beef Products

Brains	7
Hearts	9
Tongues	18
Sweetbreads	14
Ox-tail	8
Fresh tripe, plain	11½
Fresh tripe, H. C.	11½
Livers	20
Kidneys	9

Veal

Choice carcass	18 @ 19
Good carcass	16 @ 17
Good saddles	22 @ 23
Good racks	14 @ 15
Medium racks	12

Veal Products

Brains, each	9
Sweetbreads	30
Calf livers	33

Lamb

Choice lambs	17
Medium lambs	15
Choice saddles	20
Medium saddles	18
Choice fores	14
Medium fores	13
Lamb fries	28
Lamb tongues	17
Lamb kidneys	18

Mutton

Heavy sheep	6
Light sheep	8
Heavy saddles	10
Light saddles	10
Heavy fores	5
Light fores	5
Mutton legs	12
Mutton loins	8
Mutton stew	4
Sheep tongue	11
Sheep heads, each	11

Fresh Pork and Pork Products

Pork loins, 8-10 lbs. av.	18
Picnics	12
Skinned shoulders	12½
Tenderloins	35
Spare ribs	13
Back fat	7½
Boston butts	14½
Boneless butts, cellar	17
trim, 2@4	8
Hocks	8
Tails	7
Neck bones	3
Slip bones	7
Blade bones	8
Pigs' feet	2½
Kidneys, per lb.	4
Livers	8
Brains	7
Ears	4
Snouts	5
Heads	6
Chitterlings	5

WHOLESALE SMOKED MEATS

Fancy regular hams, 14@16 lbs.	17½ @ 18
parchment paper	19 @ 20
Fancy skinned hams, 14@16 lbs.	16½ @ 17
parchment paper	19 @ 20
Standard reg. hams, 14@16 lbs. plain	16½ @ 17
Picnics, 4@8 lbs., short shank, plain	14 @ 15
Picnics, 4@8 lbs., long shank, plain	12 @ 13
Fancy bacon, 6@8 lbs. plain	18 @ 19
Standard bacon, 6@8 lbs. plain	15½ @ 16½
No. 1 beef sets, smoked	39½ @ 40½
Insides, 8@12 lbs.	35 @ 36
Outsides, 5@9 lbs.	35 @ 36
Knuckles, 5@9 lbs.	35 @ 36
Cooked hams, choice, skin on, fattened	31½
Cooked hams, choice, skinless, fattened	32½
Cooked picnics, skin on, fattened	26
Cooked picnics, skinless, fattened	26½

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$15.75
Lamb tongue, short cut, 200-lb. bbl.	65.00
Regular tripe, 200-lb. bbl.	17.25
Honeycomb tripe, 200-lb. bbl.	22.25
Pocket honeycomb tripe, 200-lb. bbl.	26.00

BARRELED PORK AND BEEF

Clear fat back pork:	
70-80 pieces	\$13.00
80-100 pieces	12.75
100-125 pieces	11.50
Clear plate pork, 25-35 pieces	12.00
Bean pork	12.50m
Briquet pork	18.50m
Plate beef	21.50
Extra plate beef	21.00

SAUSAGE MATERIALS

(Packed basis.)	
Regular pork trimmings	9 @ 9½
Special lean pork trimmings 85%	14
Extra lean pork trimmings 85%	16
Pork cheek meat (trimmed)	10 @ 10½
Pork hearts	8½
Pork livers	5½ @ 6
Native boneless bull meat (heavy)	13½ @ 14
Boneless chucks	12½ @ 13½
Beef trimmings	9½ @ 9½
Beef cheeks (trimmed)	9
Dressed canners, 350 lbs. and up	8½
Dressed canner cows, 400-450-lb.	9½
Dr. bologna bulls, 600 lbs. and up	10½
Pork tongues, canner trim, fresh	6

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)	
Pork sausage, in 1-lb. carton	24
Country style sausage, fresh in link	19½
Country style sausage, fresh in bulk	17½
Country style sausage, smoked	23½
Frankfurters, in sheep casings	24½
Frankfurters, in hog casings	23
Skinless frankfurters	22½
Bologna in beef bungs, choice	19
Bologna in beef middles, choice	19½
Liver sausage in beef bungs	15
Liver sausage in hog bungs	17
Smoked liver sausage in hog bungs	21½
Head cheese	15
New England luncheon specialty	22
Mixed luncheon specialty, choice	20
Tongue & blood	19
Rind sausage	17
Sonne	16½
Pollak sausage	23

DRY SAUSAGE

Cervelat, choice, in hog bungs	37
Thurmer	20
Farmer	29
Holsteiner	29
B. C. salami, choice	33½
Milano, salami, choice in hog bungs	32
B. C. salami, new condition	19
Prisces, choice, in hog middles	32
Genoa style salami, choice	40
Pepperoni	31
Mortadella, new conditions	19½
Capicola	43
Italian style hams	31
Virginia hams	37

CURING MATERIALS

Nitrite of soda (Chgo. w'har stock)	Cwt.
In 400-lb. bbls., delivered	\$ 8.75
Salt peter, less than ton lots f.o.b. N. Y.:	8.00
Dbl. reduced granulated	9.00
Small crystals	9.25
Medium crystals	10.00
Large crystals	2.90
Pure rfd. gran. nitrate of soda	5.90
Pure nitro. powdered nitrate of soda	
Salt, per ton, in minimum car of 80,000 lbs.	
only, f.o.b. Chicago, per ton:	
Granulated	7.20
Medium, dried	10.20
Rock	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans	2.75
Standard gran., f.o.b. refiners (2%)	4.30
Packers' curing sugar, 250 lb. bags	4.00
f.o.b. Reserve, La., less 2%	3.64
Dextrose, in car lots, per cwt. (Cotton)	3.59
In paper bags	

SAUSAGE CASINGS

(F. O. B. Chicago.)	
(Prices quoted to manufacturers of sausage.)	
Beef casings:	
Domestic rounds, 180 pack	14
Domestic rounds, 140 pack	33
Export rounds, wide	33
Export rounds, medium	18
Export rounds, narrow	30
No. 1 weasands	06
No. 2 weasands	04
No. 1 bungs	12
No. 2 bungs	08
Middles, regular	45
Middles, select, wide	45
Middles, select, extra, 2¼ in. & up	70
Dried bladders	
12-15 in. wide, flat	90
16 in. wide, flat	75
8-10 in. wide, flat	40
6-8 in. wide, flat	25
Pork casings:	
Narrow, per 100 yds.	1.75
Narrow, special, per 100 yds.	1.45
Medium, regular	1.10
English, medium	1.00
Wide, per 100 yds.	85
Extra wide, per 100 yds.	50
Export bungs	14
Large prime bungs	10
Medium prime bungs	05
Small prime bungs	03½
Middles, per set	14

SPICES

(Basis Chicago, original bbls., bags or bales.)	
Whole Ground	
Allspice, prime	16 13
Resifted	17½ 19½
Chili pepper	23
Powder	23
Cloves, Ambony	28
Zanzibar	18
Ginger, Jamaica	12½
African	7½
Mace, Fancy Banda	61
East India	62
East & West India Blend	55
Mustard flour, fancy	28
No. 1	21
Nutmeg, fancy Banda	21
East India	22½
East & West India Blend	17
Paprika, Spanish	46
Fancy Hungarian	48
No. 1 Hungarian	40½
Pepper, Cayenne	87
Red No. 1	23
Black Malabar	9½
Black Lampung	7½
Pepper, white Singapore	9½
Muntok	9½
Packers	11½

SEEDS AND HERBS

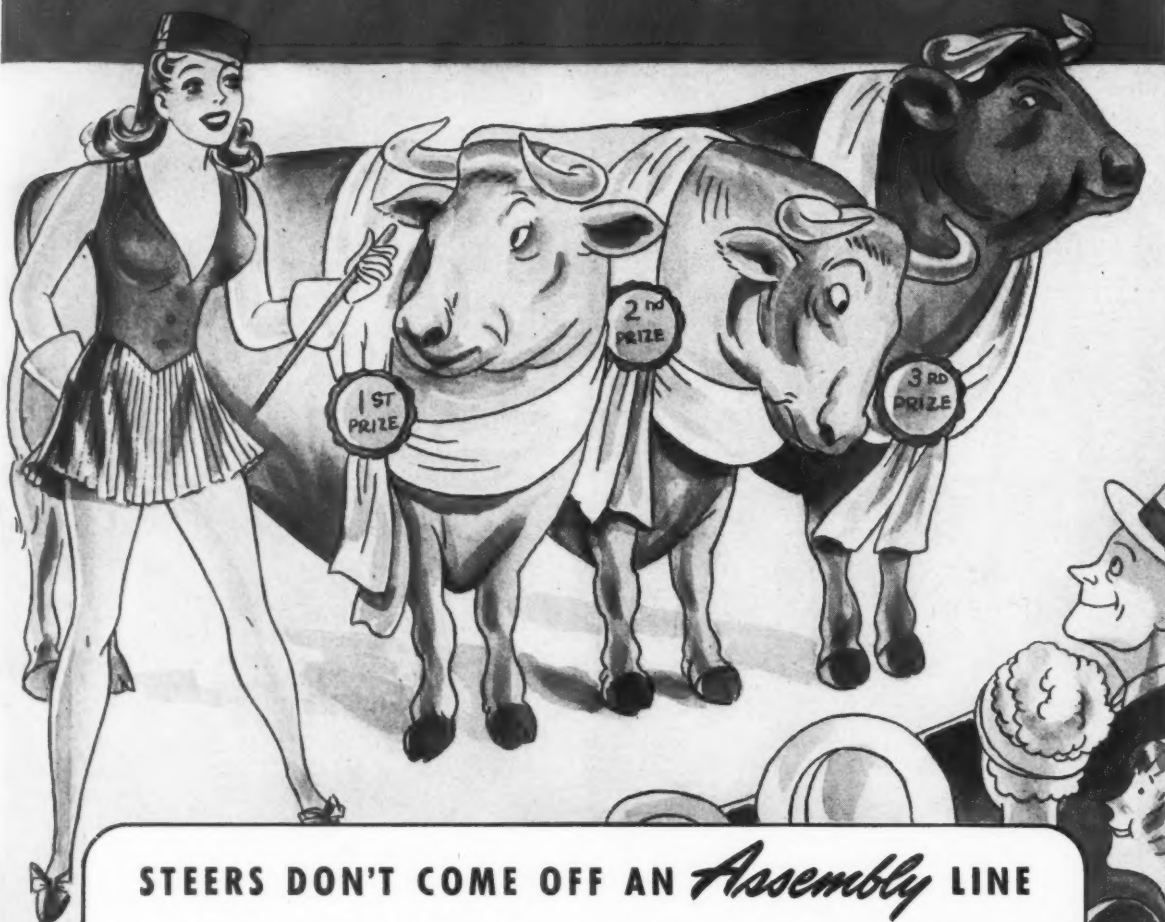
Whole for Saus.	
Caraway seed	29 33
Celery seed, French	39 49
Coriander seed	20 25
Coriander Morocco bleached	12
Coriander Morocco natural No. 1	11
Mustard seed, fancy yellow	26
American	18
Marjoram French	44
Oregano	12
Sage, fancy Dalmatian	50
Dalmation No. 1	47

(Continued on page 38.)

PURE VINEGARS

A. P. CALLAHAN & COMPANY
2407 SOUTH LA SALLE STREET
CHICAGO, ILL.

ANNOUNCING *New*



STEERS DON'T COME OFF AN *Assembly* LINE

...beef is not built to specifications. Since when, then, could a packer suddenly turn out a better product and proudly announce new models?

* * *

WELL, TO BE a stickler for facts, we'd say since 1939. That's when the first packer started. Others made the great discovery this year. But the really big production of the new improved beef lies just ahead of us, in '41.

Of course, you know we are talking about the Tenderay Process, that revolutionary

development which started quietly enough a little ways back, and gained impressive momentum with every passing month. Tenderay which makes all beef tender—and puts a new spark and new life and new profits into the beef business.

* * *

THERE NEVER WAS anything like Tenderay before—and there is nothing else like it now. Only Tenderay (a patented process) scientifically combines exactly the right balance of temperature, humidity, air circulation and protective ultraviolet radiation to speed-age fresh beef and make it tender—

BEEF MODELS FOR

'41

UNIFORMLY...
QUICKLY...
and PRACTICALLY!

UNIFORMITY is the very foundation of its success. Sure there are other ways to make beef tender, *now-and-then*. But only Tenderay does it so consistently that you can back your claims of tenderness with a solid guarantee, and know that you are on perfectly safe ground.

SPEED is the essence of profit. The Tenderay Process works so fast that it usually adds little if anything to your normal time of holding.

With slower methods, inventory charges go up and plant capacity down till profits that should be yours are cancelled out by operating costs.

PRACTICAL—for Tenderay fits into the standard cycle of good packing house practice; it demands no complex readjustment of established habits. If anything, it firmly fixes the best of those habits because the extreme accuracy of control of all vital factors is always assured by Tenderay.

* * *

TENDERAY was born in the research laboratory but has grown up to full maturity in many plants serving many communities. And there it has proved itself in the hard test of the balance sheet.

Tenderay is backed by the experience and resources of a great organization which is able and willing to cooperate to the fullest with progressive packers. It puts at your disposal all its technical skill—

PLUS the full weight of tried and proved promotion that leaves nothing to chance.

This includes direct mail material to arouse your retail dealers' enthusiasm . . . smashing full-color point-of-sale display that will make even the casual passerby beef hungry . . . powerful, sharply localized newspaper and radio advertising which in town after town has lifted beef volume to levels that made even old-timers blink—and continues to hold those high levels!

**DO YOU WANT TO BE
ABLE TO ANNOUNCE
NEW BEEF MODELS
IN '41?**



GOING to the IAMP Convention? Then be sure to call at the Tenderay headquarters and get all the facts about the sensational profit possibilities of this process. If not, write today for a Tenderay representative to call on you—at your convenience. Don't miss the great chance of '41!

TENDERAY DEPARTMENT
Westinghouse Electric and Manufacturing
Company, Bloomfield, N. J.

TENDERAY



MARKET PRICES

New York

DRESSED BEEF

City Dressed

Choice, native, heavy	21	@22
Choice, native, light	20	@21 1/2
Native, common to fair	17	@18

Western Dressed Beef

Native steers, 600-800 lbs.	18	@19
Native choice yearlings, 440-600 lbs.	17	@18
Good to choice heifers	16	@17
Good to choice cows	14	@15
Common to fair cows	13	@14
Fresh bologna bulls	13	@14

BEEF CUTS

	Western	City
No. 1 ribs	22	@24
No. 2 ribs	20	@21
No. 3 ribs	19	@20
No. 1 loins	32	@36
No. 2 loins	26	@32
No. 3 loins	20	@24
No. 1 hinds and ribs	20	@24
No. 2 hinds and ribs	15	@19
No. 1 rounds	17	@17
No. 2 rounds	16	@16
No. 3 rounds	15	@15
No. 1 chucks	15	@15
No. 2 chucks	14	@14
No. 3 chucks	13	@13
City dressed bolognas	13 1/2	@14 1/2
Rolls, reg. 4@8 lbs. av.	22	@24
Rolls, reg. 6@8 lbs. av.	23	@25
Tenderloins, 4@6 lbs. av.	50	@60
Tenderloins, 5@6 lbs. av.	50	@60
Shoulder clods	16	@18

DRESSED VEAL

Good	18	@20
Medium	17	@18
Common	16	@17

DRESSED SHEEP AND LAMBS

Genuine spring lambs, good	18	@19
Genuine spring lambs, good to medium	17	@18
Genuine spring lambs, medium	16	@17
Sheep, good	9	@10
Sheep, medium	8	@9

DRESSED HOGS

Hogs, good and choice (110-140 lbs.)		
head on; leaf fat in	\$ 9.75	@10.00
Pigs, small lots (50-110 lbs.)		
head on; leaf fat in	11.00	@12.00

FRESH PORK CUTS

Pork loins, fresh, Western 10@12 lbs. av.	17 1/2	@18 1/2
Shoulders, Western, 10@12 lbs. av.	13	@14
Butts, regular, Western	16	@17
Hams, Western, fresh, 10@12 lbs. av.	14	@15
Picnics, Western, fresh, 6@8 lbs. av.	11	@12
Pork trimmings, extra lean	17 1/2	@18 1/2
Pork trimmings, regular, 50% lean	10 1/2	@11 1/2
Spareribs	11 1/2	@12 1/2

COOKED HAMS

Cooked hams, choice, skin on, fattened	35	
Cooked hams, choice, skinless, fattened	37	

SMOKED MEATS

Regular hams, 8@10 lbs. av.	18 1/2	@19
Regular hams, 10@12 lbs. av.	18 1/2	@19
Regular hams, 12@14 lbs. av.	18 1/2	@19
Skinned hams, 10@12 lbs. av.	20	@21
Skinned hams, 12@14 lbs. av.	20	@21
Skinned hams, 14@16 lbs. av.	19 1/2	@20
Skinned hams, 18@20 lbs. av.	19	@20
Picnics, 4@6 lbs. av.	15 1/2	@16 1/2
Picnics, 6@8 lbs. av.	15	@16
Bacon, boneless, Western	19	@20
Bacon, boneless, city	18 1/2	@19 1/2
Beef tongue, light	22	@23
Beef tongue, heavy	23	@24

FANCY MEATS

Fresh steer tongues, untrimmed	16c	a pound
Fresh steer tongues, l. c. trimmed	25c	a pound
Sweetbreads, beef	25c	a pound
Sweetbreads, veal	60c	a pair
Beef kidneys	11c	a pound
Mutton kidneys	5c	each
Livers, beef	20c	a pound
Oxtails	14c	a pound
Beef hanging tenders	80c	a pound
Lamb fries	12c	a pair

BUTCHERS' FAT

Shop Fat	\$.75	per cwt.
Breast Fat	1.25	per cwt.
Edible Suet	2.25	per cwt.
Inedible Suet	1.75	per cwt.

GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	17	2.70	3.05	3.10	3.40
Prime No. 2 veals	15	2.40	2.75	2.80	3.00
Buttermilk No. 1	12	2.20	2.55	2.60	
Buttermilk No. 2	11	2.05	2.40	2.45	
Branded gruby	10	1.60	1.90	1.95	2.00
Number 3	10	1.60	1.90	1.95	2.00

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of western dressed meats, quoted by the U. S. Department of Agriculture, Agricultural Marketing Service, on October 9, 1940:

Fresh Beef:	CHICAGO	BOSTON	NEW YORK	PHILA.
STEER, Choice:				
400-500 lbs. ¹	\$18.00@19.50		\$20.50@21.50	\$20.00@21.00
500-600 lbs.	18.00@19.50		20.50@21.50	20.00@21.00
600-700 lbs. ²	18.00@19.50	\$19.50@21.00	20.50@21.50	20.00@21.00
700-800 lbs.	18.00@19.50	19.50@21.00	20.50@21.50	20.00@21.00
STEER, Good:				
400-500 lbs. ¹	16.00@18.00		17.00@20.50	18.00@19.00
500-600 lbs.	16.00@18.00		17.00@20.50	18.00@19.00
600-700 lbs. ²	16.00@18.00	17.00@20.50	17.00@20.50	18.00@19.00
700-800 lbs. ³	16.00@18.00	17.00@20.50	17.00@20.50	18.00@19.00
STEER, Commercial:				
400-600 lbs. ¹	13.50@16.00		14.00@16.50	15.00@17.00
600-700 lbs. ²	13.50@16.00	14.50@17.00	14.50@17.00	15.00@17.00
STEER, Utility:				
400-600 lbs. ¹	12.50@13.50	13.00@14.50	13.00@14.00	13.00@14.00
COW (all weights):				
Commercial	12.50@14.00	13.50@14.50	13.50@14.50	
Utility	10.50@12.50	12.50@13.50	12.50@13.50	12.00@14.00
Cutter	9.25@10.50	11.50@12.50	11.50@12.50	11.00@12.00
Canner	8.50@ 9.25			
Fresh Veal and Calf: ⁴				
VEAL, Choice:				
80-130 lbs.	17.00@18.00	18.00@20.00	18.00@20.50	18.00@19.00
130-170 lbs.	13.50@15.00		16.00@19.50	
VEAL, Good:				
50-80 lbs.	14.50@15.50	16.00@18.00	15.00@17.00	16.00@17.00
80-130 lbs.	15.00@17.00	16.00@18.00	15.50@18.00	15.00@16.00
130-170 lbs.	12.50@13.50		14.50@17.00	
VEAL, Medium:				
50-80 lbs.	13.50@14.50	14.00@16.00	13.00@15.00	14.00@15.00
80-130 lbs.	14.00@15.00	14.00@16.00	13.50@15.50	13.00@14.00
130-170 lbs.	11.50@12.50	13.00@14.00	12.50@14.00	12.00@13.00
VEAL, Common:				
All weights	11.00@12.50	12.00@14.00	11.50@13.00	11.00@12.00
Fresh Lamb and Mutton:				
LAMB, Choice:				
30-40 lbs.	16.50@17.00	17.50@18.50	18.00@19.00	17.00@18.00
40-45 lbs.	16.50@17.00	17.50@18.50	17.50@18.50	17.00@18.00
45-50 lbs.	15.50@16.50	17.00@18.00	17.00@18.00	16.00@17.00
50-60 lbs.	14.50@15.50	16.50@17.50	16.50@17.50	
LAMB, Good:				
30-40 lbs.	15.00@16.50	16.50@17.50	17.00@18.00	16.00@17.00
40-45 lbs.	15.00@16.50	16.50@17.50	17.00@18.00	16.00@17.00
45-50 lbs.	14.50@15.50	16.00@17.00	16.50@17.50	15.00@16.00
50-60 lbs.	14.00@15.00	15.50@16.50	15.50@16.50	
LAMB, Medium:				
All weights	13.50@15.00	15.00@17.00	15.00@17.00	14.00@15.00
LAMB, Common:				
All weights	12.50@13.50	13.50@15.50	14.00@15.00	13.00@14.00
MUTTON (Ewe), 70 lbs. down:				
Good	7.00@ 8.00	9.00@10.00	8.00@ 9.00	8.00@ 9.00
Medium	6.00@ 7.00	8.00@ 9.00	7.00@ 8.00	7.00@ 8.00
Common	5.00@ 6.00	7.00@ 8.00	6.00@ 7.00	5.00@ 6.00
Fresh Pork Cuts: ⁴				
LOINS (No. 1) (Bladeless Incl.):				
8-10 lbs.	17.00@18.00	19.00@20.00	17.50@18.50	17.00@17.50
10-12 lbs.	17.00@18.00	19.00@20.00	17.50@18.50	17.00@17.50
12-15 lbs.	16.00@17.00	18.50@19.50	16.50@17.50	16.50@17.00
16-22 lbs.	13.00@14.00			14.50@15.00
SHOULDERS: Skinned, N. Y. Style:				
8-12 lbs.	12.00@13.00		13.00@14.00	
BUTTS, Boston Style:				
4- 8 lbs.	14.50@15.50		15.50@16.50	15.50@17.00
SPARE RIBS:				
Half Sheets	13.00@14.00			
TRIMMINGS:				
Regular	8.50@ 9.00			

¹Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. ²Includes koshered beef sales at Chicago. ³Skin on at Chicago and New York; equivalent weights skin off at Boston and Philadelphia. ⁴Based on 50-100 pound box sales to retailers.

All quotations in dollars per hundredweight. Beef, veal, calf, lamb, and mutton prices apply to straight and calculated carcass bases.

NEW STEAKS WIN FOLLOWING

Thumb and Finger steaks, cut from flanks of U. S. prime and choice cattle and specially processed by United Packing Co., Inc., New York City, have gained wide acceptance in recent months in hotel, restaurant and cafeteria channels, and are also being sold at a number of retail outlets.

The steaks are cut from frozen flanks after excess fat has been removed and the flank skinned and trimmed. While

still in the frozen state, the meat is tendered in a U. S. Delicator, after which steaks are sliced and cut to a uniform size. The steaks are thin, running about ten to the pound, and are of a handy size for a frankfurter roll.

The product was originated by Lawrence Poiré of United Packing Co., who was associated for six years with the Metropolitan Hotel Supply Co. United is sole distributor of the steaks and is licensing wholesale distributors in various parts of the country.

Convention Exhibits

(Continued from page 29.)

new and improved packaging equipment, suitable for wet-wrapping practically all prepared meat products in transparent cellulose. The booth will be in charge of H. Rumsey, jr., and C. E. Rumsey.

30.—GREAT LAKES STAMP & MFG. CO., Chicago. A complete line of branding equipment will be shown and John H. Payton and J. H. McPherson will greet visitors and answer their questions on branding.

31.—WARFIELD COMPANY (Thomson & Taylor division), Chicago. Spices in their natural state will be featured at the booth of this seasoning supply house, represented by A. P. Voaden, L. R. Wagenseller, C. Lee, N. Blasius and M. Hanley.

32.—THE NATIONAL PROVISIONER, Chicago. Visitors will find an action message on the Provisioner's service to the industry at this booth. Close by will be Paul I. Aldrich, A. W. B. Laffey, J. B. Gray, Richard von Schrenk, Edward R. Swem, Val Wright, C. R. Moulton, L. I. Norton, H. Smith Wallace, H. W. Wernecke, E. T. Nolan, C. H. Bowman and Carl Magnuson.

33.—INTERSTATE FOLDING BOX CO., Middletown, O. The new Sterilized lard container, unique equipment for assembling cartons automatically and display containers for bacon, sausage, etc. will be featured. T. W. Ross will be in charge of the exhibit and will be assisted by J. E. Greenslade, G. B. Kamerer and W. C. Hurd.

34.—MEAT MAGAZINE, Chicago. The booth will be a background for the promotion of the magazine and will be headquarters for activities at the convention. Operating from it will be E. B. Nattemer, M. L. Samson, Guy Pulley, C. A. Larson and others of the staff.

35.—HORDER'S, INC., Chicago. Gift items (calendars, etc.), good-will builders and other imprinted merchandise will be shown. A. J. D'Armond and B. J. Cannon will represent the firm.

36.—SAUSAGE MANUFACTURER'S SUPPLY CO., Milwaukee, Wis. Featured products at this booth will be Simplicity meat molds, Frank's Milwaukee sausage seasonings and a new liquid loaf seasoning. Walter Frank will be on hand to greet his friends.

37.—SCHWARZ PAPER CO., Chicago. Nibroc paper towels, twines and other paper products will be on display. A. G. Stewart, Dan Int-Hout and G. H. Stidham will represent the company.

38.—IDENTIFICATION, INC., Chicago. A complete line of Zipp casings, the sausage casings with a zipper, will be shown by J. H. Wells and Michael J. Leis.

39.—DAVIS PUBLICATIONS, Chicago. This booth will be a background for the promotion of the "Annual Meat Packers Guide." Frank N. Davis will be on hand to meet his packer friends.

40.—LIQUID CARBONIC CORP., Chicago. The booth will contain photos of the company-sponsored research project

at Michigan State College dealing with the effect of CO₂ on growth of meat spoilage organisms at low temperatures, as well as illustrations of applications of solid carbon dioxide in truck and car refrigeration. The White carbon dioxide concentration controller will also be a feature. The booth will be staffed by C. T. Longaker, Robert Matthei and C. R. Skidd.

41.—WESTINGHOUSE ELEC. & MFG. CO., Bloomfield, N. J. The Tenderay process of tendering meat will be exhibited here. K. L. Bonnell, L. W. Menges and H. J. Hoffman will welcome visitors.

42.—WORCESTER SALT CO., New York. High grade refined evaporated salt will be featured at the exhibit,

to be in charge of J. F. Spain.

43.—LEHIGH SAFETY SHOE CO., Allentown, Pa. Rubber footwear embodying Neoprene, the new synthetic rubber with fat-resistant properties, which make it especially suitable for packinghouse service, will be shown in the Lehigh exhibit.

44.—CONTINENTAL ELECTRIC CO., Newark, N. J. The company's complete line of packinghouse electric motors will be exhibited, including standard, splashproof and totally enclosed types. A. A. Hess will be in charge of the exhibit.

45.—LOU MENGES & ASSOCIATES, St. Louis, Mo. The first public showing of the new Rindmaster bacon skinning machine will be held at the Menges

This Year MORE Meat Packers

Cut Ice Costs in HALF*
with
VILTER PAKICE!

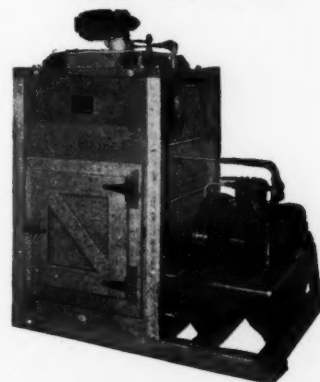


★ PakIce saves from 30% to 75% of Previous Ice Costs — depending upon local power costs.

During the summer just past Meat Packers everywhere saved THOUSANDS OF DOLLARS by installing Vilter PAKICE Equipment! Many of them produced ice for all their needs at costs as low as ONE QUARTER of their former Ice Bill.

It's no wonder, then, that Vilter PakIce is fast becoming the sensation of the Industry. Many Packers who check Ice Costs carefully say that PakIce Equipment actually pays for itself in two or three years' use. And they get better Icing, too, for Vilter PakIce melts more slowly than other forms of ice—packs more securely around the product. Can be handled more quickly and easily.

In Sausage Making, PakIce has many special advantages. The tiny, uniform, snow-like Crystals mix readily with meat. There are no large chunks of hard ice to dull and damage knives or leave air space in sausages, or melt and sour the meat. And you can make PakIce WHEN and WHERE you need it.



Vilter PakIce Equipment is made in sizes for every plant, in daily capacities of 1/2, 1, 2 1/2, and 5 tons and up to 30 tons in 5 ton increments. Units of 15 tons and up may be equipped with Briquette Attachment.

At the Meat Packing Show see this Vilter 1/2-ton Self-Contained PakIce in operation. Booth No. 5.

Write today for your story of PakIce Savings in YOUR Plant!



THE VILTER MFG. COMPANY

2118 South First Street
Milwaukee, Wisconsin

Offices in Principal Cities

Afnal

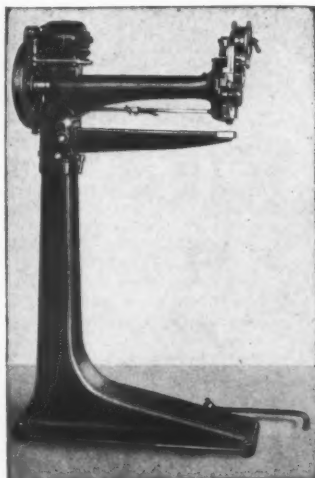
CONVENTION HEADQUARTERS

OCTOBER 18-22

Hotel Knickerbocker • Room 212

Why More Packers Are Using This New BLISS WIRE-LOCK SEAL BOX!

1. They Find It Easy to Seal After Filling



Bliss Heavy Duty Box Stitcher

Leading Container Companies furnish this box to Packers in three pieces, with the Wire Lock Arched Stitcher attached to top panel and body of the box. The box is speedily assembled on the BLISS BOX STITCHER. After filling they are readily sealed with wire or strips of metal with lead seals.



2. They Find it is Readily Opened for Inspection and Resealed without Damage to the Box

These two features provide a convenient, practical container for shipping all kinds of poultry and meat products—pilfer proof before and after inspection. Its three-piece construction, with reinforced corners, makes the strongest, safest fiber container available. Ask for further details regarding these new Bliss Boxes and the BLISS HEAVY DUTY BOX STITCHER for assembling and sealing them.

DEXTER FOLDER COMPANY

330 West 42nd St., New York, N. Y.

BOSTON
185 Summer St.

PHILADELPHIA
5th and Chestnut Sts.
DALLAS — J. F. Carter, 5241 Bonita Ave.

CHICAGO
117 W. Harrison St.

CINCINNATI
3441 St. Johns Place

booth. The latest model of the firm's bacon forming machine will also be exhibited. Daniel Dohm, jr., and George Nelke will receive visitors.

46.—DEWEY AND ALMY CHEMICAL CO., Cambridge, Mass. Recent developments in Cry O Vac, with an exhibit of products now being packed in Cry O Vac, will be featured. Mason T. Rogers will be in charge of the exhibit and will be assisted by John Cross and Benjamin A. Fairbank.

47.—ARKELL SAFETY BAG CO., Chicago. Crinkled paper meat covers, barrel linings, bag linings and offal bags will be exhibited by Arkell. Representatives will be P. J. Morales, C. E. Lofland, jr., W. D. Galloway, G. N. Keyser and W. P. Drew.

48.—PURE CARBONIC, INC., New York. The company's exhibit will feature dry ice and its application in delivery trucks and refrigerator cars. C. W. King will be in charge and R. N. Cross will assist him.

49.—FISH OVEN & EQUIPMENT CO., Beloit Wis. The Fish direct-fired revolving tray oven for baking meat loaves will be featured at the convention. The company is a newcomer to the meat industry, although it has served the baking industry since 1874. Exhibit will be in charge of H. N. Scott and Arch Core.

50.—B. H. BUNN CO., Chicago. A new cadmium-plated, two wrap, cross-tie tying machine and a new cadmium-plated rolled meat tying machine are being shown by Bunn this year. H. E. Bunn and D. R. Dunn will demonstrate the machines at the exhibit.

51.—ALUMINUM COOKING UTENSIL CO., New Kensington, Pa. New hard alloy sausage tubs and other types of hard alloy containers for the meat industry, a new type of smoke stick and high pressure steam kettles will be demonstrated. T. H. Gibson and B. E. Hiles will be in charge of the exhibit.

52.—THOMAS TRUCK & CASTER CO., Keokuk, Ia.

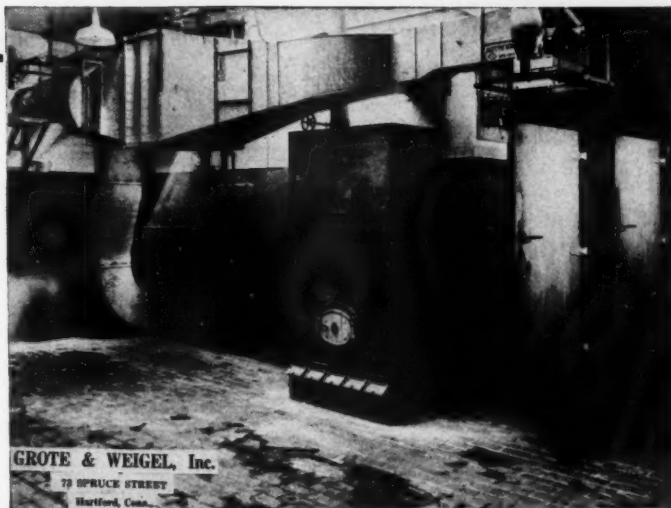
53.—JOHN J. DUPPS CO., Cincinnati, O. Rujak rendering equipment will be on display at the convention this year. The company will be represented by R. H. Lamping, John A. Dupps and Al Kreuer.

54.—SPERTI ELECTRIC MFG. CORP., Cincinnati, O. The Spertifier used in the process of selective ultraviolet irradiation storage of meat will be exhibited. Visitors will be received by C. W. Flood, jr., and Roy Simmons.

55.—NATIONAL BUNDLE TYER CO., Blissfield, Mich. The Saxmayer No. 6 tyer, suitable for meat plant service, will be on display. J. B. Saxton and Henry Stein will welcome interested packers.

56-57.—MILPRINT, INC., Milwaukee, Wis. Packaging processes, ideas and applications for printed transparent wrapping materials will be featured at the Milprint booth. J. A. Baker will be in charge and will be assisted by Jack E. Burns, G. Willard Meyer, W. D. Bain,

(Continued on page 54.)



"ATMOS"—ORIGINATORS OF AIRCONDITIONED SMOKEHOUSES

● Most successful and largest INSTALLATIONS in LEADING PLANTS. Suggestions to aircondition your present SMOKEHOUSES or TOWERS cheerfully given. Write to

ATMOS CORPORATION

3705 S. Morgan St., Stock Yards, CHICAGO

*Another
Packer
Approves*



BATAVIA REFRIGERATED BODIES

It's only natural that Batavia—long the leading builder of low temperature refrigerated bodies—should sustain that reputation in the building of refrigerated bodies for meat and food products transportation.

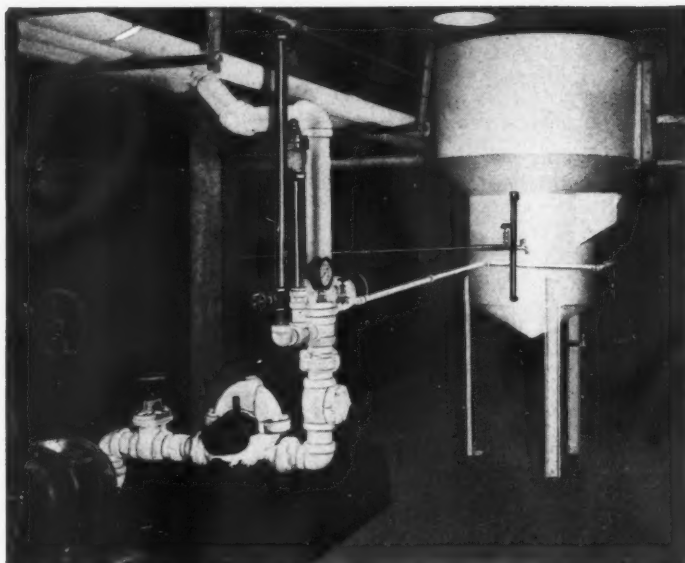
Distinctive design . . finest materials . . unsurpassed workmanship . . and experience gained in long years of custom body building . . are your assurance of the best body your money can buy when you buy Batavia.

Write for complete information and prices on a Batavia Body to meet *your* requirements.



BATAVIA BODY COMPANY • BATAVIA, ILLINOIS

Your own eyes will tell you better than words how Lixate Brine can make 4 savings in your plant

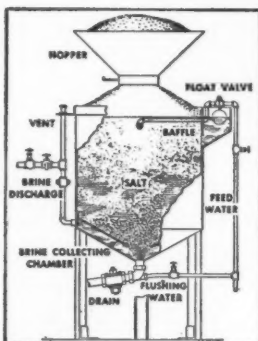


GRAND PACKING CO., St. Louis, Mo.

This modern meat packing company uses The Lixate Process pictured above to re-strengthen spray brine automatically. Authorities estimate that a saving of one-fourth of one per cent in meat shrinkage is possible when spray brine is kept automatically at the correct strength. This is a special advantage of The Lixate Process, in addition to its 4 major savings in producing clear, pure brine for pickling.

★ ★ ★

LOOK at the diagram of The Lixate Process For Making Brine, reproduced here. You can see, as you trace each step in the automatic operation of this process, why it can make such important savings in the meat packing plant.



The proper grade of International's Rock Salt is placed in a hopper above the Lixator. Salt flows down by gravity and this radically reduces the usual labor costs for handling salt in the plant. Fresh water is admitted through a spray nozzle at the top of the Lixator and flows down by gravity, dissolving the salt without agitation and becoming fully saturated brine. This eliminates all labor and power costs for making brine.

The fully saturated brine, self-filtered and crystal clear, rises in a collecting chamber to the discharge pipe and flows to a storage tank. Automatic operation keeps brine always on hand. It can be piped by gravity or pumped to any part of the plant for every use—in pickling, in making pumping pickle, for brining hides and skins, lard cooling and all other uses. The ease with which this constant supply of brine can be piped through the plant largely reduces the cost for distributing brine or salt to points of use. In addition, automatic operation cuts down waste, so that users report savings of 10% to 20% in the amount of salt required.

The four major savings, therefore, are:

1. Lower costs for handling salt.

2. Saving of all labor or power costs for making brine.
3. A large reduction of costs for distributing brine or salt throughout the plant.
4. Saving of 10% to 20% in amount of salt required.

In addition, Lixate Brine is a *better* brine. It is crystal clear. It is bacteriologically clean and chemically pure far beyond the requirements of food packing authorities. It is uniform in strength—always fully saturated. Write for a copy of The Lixate Book, which pictures many installations and describes the operation in detail.

● SALT FOR EVERY PURPOSE

The Lixate Process is a development of International Salt Company, Incorporated, producer of every type and grade of granulated salt (vacuum evaporated), flake salt (grainer evaporated), and Rock Salt. The advice and counsel of the Research Department of International Salt Company, Incorporated, is offered freely to all who use salt in industry.

● WRITE FOR THIS BOOK

A copy of The Lixate Book will be sent free on request. It contains valuable information about the properties of brine, in addition to explaining the operation of The Lixate Process in detail. Write for a copy of this useful book.



The LIXATE Process

REG. U. S. PAT. OFF.

for making brine

INTERNATIONAL SALT COMPANY, Inc., SCRANTON, PA.

SALES OFFICES: New York, N. Y. • Buffalo, N. Y. • Philadelphia, Pa. • Boston, Mass. • Baltimore, Md. • Pittsburgh, Pa. • Newark, N. J. • Richmond, Va. • New Orleans, La. • Cincinnati, O. • St. Louis, Mo.

REFINERIES: Watkins Glen, N. Y. • Ludlowville, N. Y. • Avery Island, La. • MINES: Retsof, N. Y. • Detroit, Mich. • Avery Island, La.

Stubborn Steadiness Shown by Tallow, Grease Market

Firm tone maintained despite light trading; producers hold for better prices—Market in deadlocked position—Greases hold steady on routine trading; by-products easier.

TALLOW.—The tallow market at New York continued rather quiet but very steady the past week, with the situation more or less deadlocked. Sales were estimated at about 250,000 lbs. of extra at 3½c, unchanged from the previous level. Consumers would readily take hold of additional supplies at this level, but producers are well sold up and have been inclined to hold for better prices. At one time there was talk of a 4c market being established, but recent unsteadiness in lard and oils appears to have eliminated this, although the next important change in prices, it is believed, will result from outside developments. The tense Oriental situation attracted much attention, in that should it grow worse, it might readily interfere with the flow of coconut oil and palm oil to the U. S., thereby forcing soapers to take hold of domestic oils and fats in a larger than usual manner.

At New York, edible tallow was quoted at 3½c; extra, 3½c, and special, 3½c.

Aided by a steadier lard market, tallow at Chicago this week showed firmness, with some grades, toward the end of the week, registering a gain of about ½c over levels prevailing a week earlier. The volume of trading was not heavy, with offerings light and confined largely to outside product. Buyers, on the other hand, still appeared in a comfortable position and were not inclined to raise their ideas sufficiently to produce any large volume of trade at higher levels. At midweek, couple of tanks of prime sold at 3½c, southeast point, and a couple of tanks of off-special were reported at 3½c, outside point. Large producers were holding offerings higher, but buyers were willing to pay steady prices. On Thursday, couple of tanks of edible tallow sold at 4c, f.o.b. shipping point, equal to 4½c, Chicago, and prime moved in a scattered way at 3½c, Chicago. Thursday's tallow quotations at Chicago were:

Edible tallow	4½
Fancy tallow	3½@4
Prime packers	3½@3½
Special tallow	3½@3½
No. 1 tallow	3½@3½

STEARINE.—The market was very steady, and quiet at New York. Small lots last sold at 6.30c, but carlots were quoted at 6½c.

At Chicago, the market was quiet and steady. Prime was quoted at 5½@5½c.

OLEO OILS.—The market was dull but steady at New York. Extra was quoted at 6¼@6¼c; prime, 6@6½c,

and the lower grades were priced at 5¼@6¼c.

At Chicago, the market was steady but quiet. Extra was quoted at 7c and prime at 6½c.

GREASE OIL.—Demand was quiet but prices steady at New York. No. 1 was quoted at 7c; No. 2, 6¼c; extra, 7½c; extra No. 1, 7¼c; winter strained, 7¼c; prime burning, 8½c, and prime inedible, 8½c.

Grease oil quotations at Chicago were as follows: No. 1, 6¼c; No. 2, 6¼c; extra, 6¼c; extra No. 1, 6¼c; extra winter strained, 7c; special No. 1, 6½c; prime burning, 7¼c; and prime inedible, 7¼c. Acidless tallow oil was quoted at 6¼c.

(See page 47 for later markets.)

NEATSFOOT OIL.—Demand was limited at New York, but prices held steady. Cold test was quoted at 15¼c; extra, 7½c; extra No. 1, 7¼c; prime, 7¼c, and pure, 10½c.

Neatsfoot oil quotations at Chicago were: Cold test, 15¼c; extra, 6¼c; No. 1, 6¼c; prime, 7c, and pure, 10¼c.

GREASES.—While there was no great activity in the market for greases at New York this week, some routine trading was under way and prices held very steadily. A firm tone in tallow, indications that greases could be moved in a fair way around the current levels to consumers, and firmness in producers' ideas served to shape the course of the market. There are no great supplies of greases overhanging the market, and this largely accounts for the steadiness, along with the fact that no pressure has developed of outside grease offerings. Export interest at New York, however, appears to have flattened out completely.

At New York, choice white was quoted at 3½c; yellow and house, 3½c, and brown, 3½@3½c.

Grease quotations at Chicago this week showed little change from that preceding, except for a little more strength in one or two items. Steadiness of the market has been maintained, as in the case of tallow, by a firmer lard market, coupled with a small volume of trade on light offerings and a disposition on the part of producers to hold for higher prices. White grease was offered at midweek at 3½c, Chicago, and was salable at 3½c, Chicago. On Thursday, a tank of this product was reported sold at 3½c, Chicago, and couple of tanks at 3½c, Chicago. Thursday's grease quotations at Chicago were as follows:

Choice white grease.....	3½@3½
A-white grease	3½
B-white grease	3½@3½
Yellow grease, 10-15 f.f.a.....	3¼@3½
Yellow grease, 16-20 f.f.a.....	3¼@3½
Brown grease	3 @3½

BY-PRODUCTS MARKETS

(Quotations given are basis Chicago.)

By-products sagged this week on light buying interest. There has been scattered trading in some items, but hardly enough to establish revised price levels.

October 10, 1940

Blood

Scattered sales of blood reported at about 10@15c below last week's prices.

	Unit
Ammonia	\$2.50@2.55

Digester Feed Tankage Materials

This market dull and largely nominal, with last sales 11@12% tankage reported at \$2.50, and more product offered at this level.

Unground, 11 to 12% ammonia.....	\$ 2.50
Unground, 6 to 10%, choice quality.....	2.80@3.00n
Liquid stick	1.50n

Packinghouse Feeds

Packinghouse feeds quoted \$2.50@5.00 below last week's levels. Quiet market; supplies about normal.

	Carlots.
	Per ton
60% digester tankage.....	\$40.00
50% meat and bone scraps.....	40.00
Blood-meal	50.00
Special steam bone-meal.....	42.50

Bone Meals (Fertilizer Grades)

Bone meal market continues unchanged.

	Per ton
Steam, ground, 3 & 50.....	\$30.00@32.50
Steam, ground, 2 & 26.....	30.00@32.50

Fertilizer Materials

Fertilizer material market quiet and nominal at previous levels.

	Per ton
High grade tankage, ground	\$ 2.40n & 10c
10@11% ammonia	20.00@22.50
Bone tankage, unground, per ton	20.00@22.50
Hoof meal	2.00@2.25

Dry Rendered Tankage

Scattered trading reported in cracking market at lower prices. Situation largely nominal.

	Per ton
Hard pressed and expeller unground, up to 48% protein (low test).....	.55
above 48% protein (high test).....	.50 @.52½
Soft pressed pork, ac. grease and quality, ton	32.50@35.00
Soft pressed beef, ac. grease and quality, ton	30.00@32.50

Gelatine and Glue Stocks

A little trading in this market at about last week's levels.

	Per ton
Calf trimmings	\$ 25.00
Sinews, pizzles	18.00
Cattle jaws, skulls and knuckles.....	30.00@32.50
Hide trimmings	13.00@14.00
Pig skin scraps and trim, per lb.....	5@5½c

Bones and Hoofs

No changes reported in bones and hoofs.

	Per ton
Round shins, heavy	\$ 50.00
light	47.50@50.00
Flat shins, heavy	42.50@45.00
light	40.00
Blades, buttocks, shoulders & thighs.....	37.50@40.00
Hoofs, white	55.00
Hoofs, house run, unassorted.....	22.50@25.00
Junk bones	22.50@24.00

Animal Hair

Stronger tone in animal hair market—particularly in winter coil dried.

Winter coil dried, per ton.....	\$50.00@52.50
Summer coil dried, per ton.....	25.00@30.00
Winter processed, black, lb.....	7¼ @ 8¼c
Winter processed, gray, lb.....	7 @ 7¼c
Summer processed, gray, lb.....	3 @ 3¼c
Cattle switches	3 @ 3¼c

FERTILIZER PRICES BASIS NEW YORK DELIVERY

Ammoniates	
Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports.....	\$28.00
Blood, dried, 10% per unit.....	2.25
Unground fish scrap, dried, 11½% ammonia, 16% B. P. L., f.o.b. fish factory.....	3.25 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	51.00
October shipment.....	51.00
Fish scrap, acidulated, 70% ammonia, 3% A. P. A., f.o.b. fish factories.....	2.50 & 50c
Soda nitrate, per net ton; bulk, ex-vessel Atlantic and Gulf ports.....	27.00
in 200-lb. bags.....	28.70
in 100-lb. bags.....	29.40
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L. bulk.....	2.40 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	2.40 & 10c

Phosphates	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	\$32.50
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.....	31.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	8.50

Dry Rendered Tankage	
50/55% protein, unground.....	52¼c
60% protein, unground.....	57½c

MARGARINE TAX BOOST

Increased federal taxes on the manufacture and distribution of margarine are proposed in a bill (HR 10516) sponsored by Representative Martin F. Smith of Washington. According to the bill, the manufacturer's tax on uncolored margarine would be increased from ¼c to 6c per pound, while the colored margarine tax would remain at 10c per pound.

The manufacturer's annual tax would be raised from \$600 to \$1,000. The bill would increase the tax to \$500 for wholesalers dealing in colored and uncolored margarine. The existing law calls for a tax of \$48 on retailers of colored margarine and \$6 on retailers of uncolored margarine; the bill would place retailers of both types under a tax of \$48.

EASTERN FERTILIZER MARKETS

New York, October 10, 1940

Cracklings were steady at New York at 52½c for the 50 per cent grade and high grade cracklings sold at 57½c, f.o.b. New York. Quite a few cars of blood were sold at \$2.25 per unit, f.o.b. New York, and the market is now cleaned up.

Very little trading was reported in tankage and South American tankage was reported sold at \$2.55 and 10c. Fish meal still continues in demand and supplies are not very plentiful.

ANIMAL FAT IMPORTS

Imports of animal fats and oils during August, 1940, and their value:

Quantity	Value
Tankage, tons.....	8,961 \$207,405
Wool grease, lbs.....	22,621 290,207
Stearic acid, lbs.....	22,512 2,342
Whale oil, gal.....	696,181 255,267
Cod oil, gal.....	20,084 14,838
Cod liver oil, gal.....	74,412 96,942
Other fish oil, gal.....	1,284 3,291

Cotton Oil Futures Easy in Unseasonally Light Trading

New lows made and values show little rallying power—Declines not extensive—New crop selling awaited—Reduction in shortening prices fails to stimulate demand.

COTTONSEED oil futures at New York were unusually quiet for this season when the new crop is moving in volume. Trading was modest and prices were unsteady, sagging to new lows for the season, and failed to show much rallying power. Declines were not extensive during the week, but it was apparent that buying power was blocked for the time being and awaiting the first rush of new crop selling.

Selling failed to materialize in volume since crude and seed were not moving freely in the South, except in some areas. There were reports of a holding movement for better prices in some sections.

Unsteadiness in lard and oil values contributed to the continuance of hand-to-mouth consumer buying. Even a ¼c reduction in shortening prices in the metropolitan area failed to bring much increase in consumer demand. The cotton crop estimate was only slightly different from last month and had little effect upon values.

Offerings in the later months showed a tendency to increase on the small upturns, partly in hedging. There was a scattered demand on small declines, partly new buying of a speculative nature, partly buying for mill account against crude sales, and some short covering.

COCONUT OIL.—Trade was slow at New York and the market was about steady. Tanks were quoted at 2¼c and bulk at 2½c. Pacific coast tanks were quoted around 2¼c.

CORN OIL.—Offerings were scanty and the market nominally steady at New York. Crude was quoted at 5½c.

SOYBEAN OIL.—Nearby oil sold at New York on a basis of 3¼c, Decatur, while the best bid on forward shipment was 3¼c. The futures market at New York was quiet but easier with May sell-

ing at 4.25, a new low for the season. New crop soybean movement has picked up a little.

PALM OIL.—The market was quiet but steady at New York. Spot Nigre in tanks was quoted at 2¼c; shipment in bulk, 2¼c; Sumatra spot in tanks, 2¼c, and shipment, 1¼c.

OLIVE OIL FOOTS.—The market was dull but steadier at New York. Foots were quoted at 8¼@9c.

PEANUT OIL.—Sales were reported at the 4½c level, off ½ from previous sales, and there were indications that further quantities could be bought at the new figure.

COTTONSEED OIL.—Valley and Southeast crude were quoted Wednesday at 4¼c bid, 4¼c asked; Texas, 4¼c paid at common points; Dallas, 4¼c nominal.

Futures market transactions for the week at New York were:

FRIDAY, OCTOBER 4, 1940					
Sales	Range—		Closing—		Asked
	High	Low	Bid	Bid	
October.....	...	...	540	bid	...
November.....	...	...	538	bid	...
December.....	7	546	545	545	548
January.....	7	548	547	547	549
February.....	...	...	551	nom	...
March.....	23	560	555	557	trad
April.....	...	...	560	nom	...
May.....	35	570	565	565	trad

Sales 72 contracts.

SATURDAY, OCTOBER 5, 1940					
Sales	Range—		Closing—		Asked
	High	Low	Bid	Bid	
October.....	...	...	540	bid	...
November.....	...	...	540	bid	...
December.....	2	550	550	550	552
January.....	4	550	549	552	555
February.....	...	...	555	nom	...
March.....	6	562	559	561	563
April.....	...	...	565	nom	...
May.....	18	570	565	570	trad

Sales 30 contracts.

MONDAY, OCTOBER 7, 1940					
Sales	Range—		Closing—		Asked
	High	Low	Bid	Bid	
October.....	...	...	530	bid	...
November.....	...	...	530	bid	...
December.....	9	545	544	544	544
January.....	6	551	544	543	546
February.....	...	...	546	nom	...
March.....	7	561	554	553	556
April.....	...	...	556	nom	...
May.....	12	567	563	562	565

Sales 34 contracts.

TUESDAY, OCTOBER 8, 1940					
Sales	Range—		Closing—		Asked
	High	Low	Bid	Bid	
October.....	1	...	525	bid	...
November.....	...	...	525	bid	...
December.....	18	542	540	538	540
January.....	5	544	543	541	543
February.....	...	...	545	nom	...
March.....	22	554	551	552	trad
April.....	...	...	558	nom	...
May.....	37	563	560	560	561

Sales 53 contracts.

WEDNESDAY, OCTOBER 9, 1940					
Sales	Range—		Closing—		Asked
	High	Low	Bid	Bid	
October.....	...	...	530	bid	...
November.....	...	...	530	bid	...
December.....	10	542	538	542	545
January.....	3	541	541	541	546
February.....	...	...	548	nom	...
March.....	10	554	550	555	557
April.....	...	...	558	nom	...
May.....	30	564	558	564	trad

Sales 53 contracts.

THURSDAY, OCTOBER 10, 1940					
Sales	Range—		Closing—		Asked
	High	Low	Bid	Bid	
October.....	1	545	545	541	bid
November.....	4	547	544	543	bid
December.....	10	558	554	532	bid
January.....	53	566	562	563	nom

(See page 47 for later markets.)

Watch the Classified Advertisements page for good men.

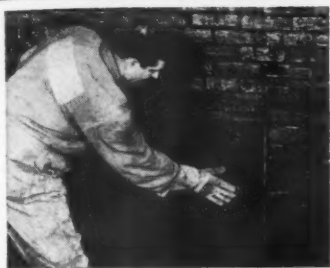
VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt.....	4¼@4½
White deodorized, in bbls., f.o.b. Chicago.....	6@6½
Yellow, deodorized.....	6@6½
Soap stock, 50% f.f.a., f.o.b. consuming points.....	1
Soybean oil, f.o.b. mills, in tanks.....	3¼@4
Corn oil, in tanks, f.o.b. mills.....	5@5½
Coconut oil, sellers' tanks, f.o.b. coast.....	2½
Refined coconut, bbls., f.o.b. Chicago.....	7¼@8

OLEOMARGARINE

F. O. B. CHICAGO

White domestic vegetable.....	14½
White animal fat.....	11½
Water churned pastry.....	12
Milk churned pastry.....	13
White "nut" type.....	8
Vegetable type.....	7½



EASY TO WORK AND HANDLE, J-M Rock Cork assures low-cost installation. It stands up for years without maintenance... gives full protection against odor, vermin and mold trouble.

SEALED AGAINST MOISTURE, Rock Cork in pipe-covering form holds its exceptionally high insulating efficiency indefinitely.



YOU DON'T NEED TO PUT UP WITH UPKEEP COSTS...

Here's a permanent, completely sanitary insulation that holds its high efficiency indefinitely . . . virtually eliminates maintenance—J-M Rock Cork

IT MAY BE a part of normal operating in your plant to make frequent small repairs on cold-line and cold-room insulations. But consider this fact:

You lose money on every one. The total time, labor and materials that you waste always cut down on your operating profits!

Many leading plant operators recognized this more than twenty years ago. They installed J-M Rock Cork. Today, this basically mineral insulation is still completely sanitary, offers no mold, vermin or odor problems. Its high insulating efficiency is practically unimpaired. And the installations look good for many more years of trouble-free service.

It will pay you to get full details on this lasting, unusually effective insulation. Write for the new J-M Rock Cork Data Sheets. Johns-Manville, 22 East 40th Street, New York, N. Y.

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ROCK CORK

**LOW-TEMPERATURE INSULATION IN SHEET FORM
... AND FOR PIPE COVERING**

"A CABINET IS ONLY AS GOOD AS ITS INSULATION"

SAYS

Campbell
REFRIGERATOR CO.
Milwaukee, Wis.



Series 4040 CAMPBELL Cabinet shown here, is protected by 4" of Novoid Corkboard for maximum insulating efficiency.

"... THAT'S WHY WE INSULATE WITH NOVOID CORKBOARD"

Cork insulation is considered so important to Campbell Refrigerator Co., Milwaukee, Wis., that they feature its use in all of their Cabinet publicity material. To quote from one of their recent folders:

"Because cork is the best insulation known, Campbell engineers use it exclusively in all CAMPBELL cabinets. It is your assurance of positive refrigeration and low operating cost."

You, too, will find that Novoid Corkboard is a good investment. Not only will it save money for your customers, but it also provides them with *lasting* insulation. Properly installed, this natural cork material forms an effective barrier to heat. It resists moisture, helps control temperatures with desired ranges, and keeps its insulating efficiency for years under severe operating conditions. Let Novoid Corkboard help build life-long economy into your refrigerated equipment and cold rooms. For full details, mail the coupon below, or write Cork Import Corp., 330 West 42nd St., New York City.

NOVOID CORK INSULATION

MAIL COUPON FOR FULL DETAILS

Cork Import Corporation, 330 W. 42nd St., New York City

Please send me complete information on Novoid Corkboard for equipment insulation. NP-10-12

Name

Street

City and State

HIDES AND SKINS

Packer hides active, 75,000 moving mostly at steady prices—Heavy cows up ¼c—New York native steers up ½c—Packer native kips sell ½c up.

Chicago

PACKER HIDES.—Aside from an advance of ¼c paid for heavy native cows dating well into Oct., steady prices prevailed this week on a fairly active movement of packer hides. Reported sales totalled around 75,000 hides, with packers maintaining their closely sold up position at practically all points.

The market appears firm at the established levels, with unsold offerings confined to a few native steers, northern point light cows and heavy average branded cows. One packer declined business on heavy native cows at the ¼c advance, demanding ½c up because of the closely sold up position of this description. In addition to the reported sales, a few hides are thought to have been booked quietly in one direction.

Trading in steer descriptions has been confined, so far, to one packer. A total of 8,200 mostly Sept. native steers sold at 13½c; a few are available at this price, although one packer is inclined to withhold offerings in view of the sale of the heavier average New York natives later at 14½c, or ½c up. Extreme light native steers were cleaned up previous week at 13½c.

One packer sold 3,300 butt branded steers at 11½c; 1,600 Colorados at 11c; 2,000 heavy Texas steers at 11½c and 1,500 light Texas steers at 10½c, steady prices for Sept.-Oct. take-off. Extreme light Texas steers last sold at 11½c and none offered.

The Association sold 800 Sept.-Oct. heavy native cows early at 13c, steady, and a packer 1,200 June to Sept. at 13c also; later, 4,200 Sept.-Oct. heavy native cows running well to Oct. sold at 13½c, and 1,600 July into Oct. also sold at 13½c. Total of 16,000 Sept.-Oct. River point light native cows sold at 13c, and 5,100 northern points at 12½c; 1,500 Cedar Rapids take-off brought 12½c, and the Association moved 2,000 light cows at 12½c also. A total of 23,600 Sept.-Oct. branded cows sold at 11c, and a few heavy average points offered that basis.

The Association sold 800 mostly Oct. bulls at steady prices of 8½c for native and 7½c for branded bulls.

Total federal inspected slaughter of cattle during Sept. was 811,567 head, compared with 842,129 in Aug. and 880,343 in Sept. 1939; calf slaughter during Sept. was 416,949 head, as against 431,611 during Aug. and 427,469 during Sept. 1939.

Final estimate of shoe production during Aug. was 39,011,079 pairs, an increase of 16.1 per cent over July 1940, but a decrease of 11.2 per cent from Aug. 1939. Production for first eight

months of 1940 was 8.3 per cent under same period of 1939. Production during Aug. reached the highest level so far this year.

Withdrawals from Exchange warehouses continue heavy, totalling 36,006 hides during first eight days of Oct., against 19,966 for same period in Sept.

LATER: Two packers sold 3,300 Sept.-Oct. native steers at 13½c; 7,000 Northern light cows at 12½c; 3,500 branded cows 11c, steady. Futures advanced 40@47 points.

OUTSIDE SMALL PACKER HIDES.—Market firm on outside small packer all-weights and quotable 11@11½c, selected, Chgo. freight basis, for natives with brands ½c less; fairly heavy average stock is said to be salable at inside price, ranging upward for lighter hides, but a good many offerings are held ½c higher.

PACIFIC COAST.—The Coast market is firm at 9½c flat for steers and cows, f.o.b. shipping points; this price was paid previous week for Sept. take-off in a good way.

FOREIGN WET SALTED HIDES.—The South American market held steady on standard steers on the sale around mid-week of 4,000 Wilson and 4,000 Sansinena steers to Russia at 73 pesos, equal to 11½c, c.i.f. New York. Earlier trading in miscellaneous descriptions included 6,000 reject cows at 62 pesos or 9½c; 2,500 frigorifico reject extremes, 14-16 kilos, at 11½c; 3,000 LaBlanca extremes, 11½-18 kilos, at 12½c; and 1,000 LaPlata reject light steers at 10½c.

COUNTRY HIDES.—Reported trading in the country market continues limited, offerings in general being priced over buyers' ideas and collectors apparently inclined to wait out the market. Untrimmed all-weights quoted 9@9½c flat, del'd Chgo., according to average weight. Heavy steers and cows quoted 7½@8c flat, trimmed. Good trimmed buff weights are held at 10½c, some quoting market 10@10½c selected for actual business. Choice trimmed extremes appear salable at 12c, selected, and some feel that it would be difficult to pick up any quantity at this price; sellers talk 12½c. Bulls quoted 6@6½c; glues around 7½c. All-weight branded hides quoted around 8½c flat.

CALFSKINS.—The packer calfskin market appears firm and is closely sold up to end of Sept., except for one small lot of lights under 9½ lb. and a few Aug.-Sept. southern calf; offerings have not been available this week in sufficient quantity to test the market. Last trading previous week was at 26c for northern heavies 9½/15 lb., and 24½c for River point heavies, while Cleveland and Evansville heavies brought the usual premium, or 26½c. A few lights have been offered at 20c, with last paid figure of 19c declined.

Chicago city 8/10 lb. calfskins sold at 17c late last week but this figure later declined, asking 18c; while never confirmed, the 10/15 lb. are thought to have sold late last week at 21c and sellers now ask 22c. Straight countries quoted 14@14½c flat. Collectors talk up to \$1.25 for Chgo. city light calf and deacons; last sale was at \$1.15.

KIPSKINS.—One packer secured ½c advance this week on a few Sept.-Oct. native kipskins, moving 4,400 northern natives at 21c and 2,300 southern natives at 20c. Sept. over-weights last sold at 19c for northern and 18c for southern, with branded kips at 17c; higher prices will probably be asked on next offerings but market closely sold to end of Sept. except for one small lot of brands dating July forward.

Offerings of Chgo. city kipskins have been so light in recent weeks that the market is difficult to quote; some quote around 19c nominally, and a few which were offered at 19c have disappeared and are thought to have sold close to this figure. Straight countries quoted 13@13½c flat.

Packers are sold up on Sept. regular slunks, with 80c last paid; one lot of 500 hairless slunks sold at 60c for No. 1's, or 5c up.

HORSEHIDES.—The horsehide market is firm, with a moderate amount of trading coming to light in the range of prices quoted. City renderers, with manes and tails, quoted \$5.25@5.35, selected, f.o.b. nearby sections; ordinary trimmed renderers range \$5.00@5.20, del'd Chgo., some buyers giving \$5.10 as their paying limit; mixed city and country lots quoted \$4.60@4.80, Chgo., depending upon lot.

SHEEPSKINS.—Dry pelts quoted 18½@20c per lb., del'd Chgo., for full wools. The present light production of packer shearlings is reflected in limited offerings; market generally called firm at \$1.50 last paid for No. 1's; market more or less nominal on No. 2's at \$.95@1.00 and No. 3's at 55@60c. Buyers of small packer shearlings figure these at one-half to two-thirds of packer values, according to quality. The pickled skin market has been well cleaned up, with several cars reported at \$5.00 per doz. and \$5.25 reported for one car, stimulated by the better demand for garment leather. There has been some trading by Iowa packers in woolled pelts and, while confirmation is lacking as usual, it was indicated that \$2.10 per cwt. liveweight basis was paid in one instance for Oct. pelts, and possibly \$2.15 or \$2.20 per cwt. on another lot.

New York

PACKER HIDES.—Two New York packers each sold a car Oct. native steers this week at 14½c, or ½c advance, these running heavier average than the take-off in the western market. The market is well cleaned up on all steers to end of Sept. and bids of 11½c have been declined for Oct. butt brands and 11c for Colorados.

CALFSKINS.—In the absence of definite trading since last advances were

paid in the West, the eastern calfskin market is quotable only in a nominal way. Some quote collectors' 4-5's around \$1.20 nom., 5-7's around \$1.40, 7-9's about \$2.05 and 9-12's \$3.25@3.30 nom. Packer 5-7's are nominal around \$1.70@1.75, 7-9's around \$2.45, 9-12's \$3.55@3.60 and 12/17 veal kips around \$4.15; a packer sold 2,500 of the 12/17 butter-milks at \$3.55.

U. S. STORAGE STOCKS

Storage stocks in the United States on October 1, as reported by the U. S. Department of Agriculture:

	October 1, September 1, 1940	1940	5-Year Av.
	lbs.	lbs.	lbs.
Beef, frozen	25,689,000	25,649,000	33,998,000
In cure	7,596,000	7,283,000	10,793,000
Cured	2,774,000	2,731,000	4,031,000
Pork, frozen	86,179,000	141,843,000	61,986,000
D.S. in cure	31,338,000	42,350,000	28,303,000
D.S. cured	26,093,000	34,057,000	28,750,000
S.P. in cure	120,162,000	123,582,000	117,562,000
S.P. cured	65,057,000	75,732,000	65,260,000
Lamb and mutton frozen	3,412,000	3,192,000	2,384,000
Frozen & cured trimmings, etc.	58,258,000	66,971,000	56,065,000
Lard	234,594,000	272,290,000	77,700,000
Product placed in cure during:			
Sept. 1940		Sept. 1939	5-yr. av.
Beef, frozen	14,905,000	18,076,000	19,085,000
Beef put in cure	6,019,000	5,710,000	6,391,000
D.S. pk. put in cure	29,982,000	25,980,000	24,162,000
Pork, frozen	29,420,000	38,581,000	26,935,000
S.P. pork put in cure	165,561,000	140,485,000	111,346,000
Lamb & mutton, frozen	1,144,000	1,351,000	1,063,000

TALLOW FUTURE TRADING

Monday, Oct. 7.—Close: New—Oct. 3.80@4.05; Dec. 3.85@4.10; Jan. 4.05@4.15; Mar. 4.15@4.25; no sales.

Tuesday, Oct. 8.—Close: New—Oct. 3.80@4.05; Dec. 3.85@4.10; Jan. 4.05@4.15; Mar. 4.15@4.25.

Wednesday, Oct. 9.—Close: Oct. 3.80@4.05; Dec. 3.85@4.10; Jan. 4.05@4.15; Mar. 4.15@4.25.

Thursday, Oct. 10.—Close: New—Oct. 3.80@4.05; Dec. 3.85@4.10; Jan. 4.05@4.15; Mar. 4.15@4.25; no sales.

Friday, Oct. 11.—Close: New—Oct. 3.88@4.05; Nov. 3.82@4.07; Dec. 3.85@4.10; Jan. 4.05@4.15; Feb. 4.10@4.20; Mar. 4.15@4.25; no sales.

CHICAGO COTTON OIL

Monday, Oct. 7.—Close: Oct. 5.38 n; Dec. 5.41; Jan. 5.44; Mar. 5.52; May 5.60, all ax; cash close 5.40 n.

Tuesday, Oct. 8.—Close: Oct. 5.38 N; Dec. 5.41 ax; Jan. 5.44 ax; Mar. 5.52 ax; May 5.60 ax; cash close 5.40 n.

Wednesday, Oct. 9.—Close: Oct. 5.38 n; Dec. 5.41 ax; Jan. 5.44 ax; Mar. 5.52 ax; May 5.60 ax; cash close 5.40 n.

Thursday, Oct. 10.—Close: Oct. 5.38 n; Dec. 5.41 ax; Jan. 5.44 ax; Mar. 5.52 ax; May 5.60 ax; cash close 5.40 n.

Friday, Oct. 11.—Close: Oct. 5.38 n; Dec. 5.41 ax; Jan. 5.44 ax; Mar. 5.52 ax; May 5.60 ax; cash close 5.40 n.

Watch the Classified Advertisements pages for bargains in equipment.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSING

Provisions

Hog products were steady during the latter part of the week with better cash demand on reports of sales of 2 to 3 million lbs. of lard to Sweden, but hog runs were comparatively large and hedging appeared on bulges.

Cottonseed Oil

Cotton oil made new lows on bearish construction of government report and hedging, but smaller bean crop and steadiness in lard and grains halted down turns. September consumption of cotton oil, 277,000 bbls.; year ago, 462,000 bbls. Visible supply, 1,298,000 bbls.; a year ago, 1,860,000 bbls. Southeast and Valley crude, 4½c nom.; Texas, 4½c nom.; Texas seed, \$24.00 per ton.

Quotations on bleachable cottonseed oil at close of New York market Friday were: Oct. 5.30 b; Nov. 5.30 b; Dec. 5.37 @5.40; Jan. 5.40@5.41; Mar. 5.51; May 5.58@5.59; 61 lots; closing barely steady.

Tallow

New York extra tallow, 3½c lb.

Stearine

Stearine was quoted 6½c lb.

Friday's Lard Markets

New York, October 11, 1940.—Prices are for export. Lard, prime western, 5.30@5.40c; middle western, 5.20@5.30c; city, 4½c; refined continent, 6½c; South American, 6½c; Brazil kegs, 6½c; shortening 7½c.

NEW YORK HIDE FUTURES

Saturday, Oct. 5.—Close: Dec. 10.79; Mar. 10.78; June 10.78 n; Sept. 10.80 n; 62 lots; 7@23 higher.

Monday, Oct. 7.—Close: Dec. 10.70@10.71; Mar. 10.66; June 10.72 n; Sept. 10.80; 74 lots; unchanged to 12 lower.

Tuesday, Oct. 8.—Close: Dec. 10.66; Mar. 10.55; June 10.60 n; Sept. 10.65 n; 122 lots; 4@15 lower.

Wednesday, Oct. 9.—Close: Dec. 10.60; Mar. 10.52@10.53; June 10.56 n; Sept. 10.60 b; 64 lots; 3@6 lower.

Thursday, Oct. 10.—Close: Dec. 10.70 b; Mar. 10.62; June 10.65@10.70; Sept. 10.70 b; 44 lots; 9@10 higher.

Friday, Oct. 11.—Close: Dec. 11.15; Mar. 11.02@11.05; June 11.05@11.15; Sept. 11.17 n; 206 lots, 40@47 higher.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to October 11, 1940: To the United Kingdom, 26,917 quarters; to the Continent, none. A week ago, to the United Kingdom, 159,250 quarters; to Continent, none.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Oct. 11, 1940, with comparisons:

	PACKER Week ended Oct. 11	HIDES Prev. week	Cor. week, 1939
Hvy. nat. str.	@13½	@13½	@16
Hvy. Tex. str.	@11½	@11½	@15½
Hvy. butt brnd'd str.	@11½	@11½	@15½
Hvy. Col. str.	@11	@11	@15
Ex-light Tex. str.	@11½	@11½	@15
Brnd'd cows.	@11	@11	@15
Hvy. nat. cows	@13½b	@13	@15½
Lt. nat. cows	@13	@13	@15½
Nat. bulls	@8½	@8½	@11½
Brnd'd bulls	@7½	@7½	@10½
Calfskins	@26	@26	@28
Kips, nat.	@21	@20½	@23
Kips, ov-wt.	@19	@19	@22
Kips, brnd'd.	@17	@17	@20
Slunks, reg.	@80	@80	1.30@1.40
Slunks, hris.	@60	@55	@65

Light native, butt brnd'd and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts.	@11½	11	@11½	14	@14½
Branded	@10½	@11	@11	13½	@14½
Nat. bulls	@7½	@7½	@7½	@7½	@10
Brnd'd bulls	@6½	@7	@6½	@7	@9½
Calfskins	@17	@22	@17	@22	@25
Kips	@19	@19	@19	@19	@20
Slunks, reg.	@70n	@70n	@70n	1.15@1.25	
Slunks, hris.	@50n	@50n	@50n	45	@50

COUNTRY HIDES

Hvy. steers	7½@8	7½@8	10½@10½
Hvy. cows	7½@8	7½@8	10½@10½
Buffs	@10	@10½	12@12½
Extremes	@12	@12½	@12½
Bulls	@6	@6	9@9½
Calfskins	@14	@14½	@17
Kipskins	@13	@13½	16½@17
Horsehides	4.60@5.35	4.60@5.35	4.25@5.25

SHEEPSKINS

Pkr. shearings	@1.50	@1.50	@1.50
Dry pelts	18½@20	18½@20	@20

TANNERS' COUNCIL TO MEET

The impact of the war and the national defense program upon the leather industry in the United States will be scrutinized from all angles during the twenty-fourth annual meeting of the Tanners' Council of America, which assemblies on October 17 and 18 at the Palmer House, Chicago.

A world survey of the current situation in hides, skins and leather will be the subject of a round table discussion on October 17, following an address on "World Supply and Demand" by Everett G. Holt, chief of the leather and rubber division of the United States Department of Commerce, and another address on domestic supply and demand by Edward L. Drew, council statistician.

Henry M. McAdoe, group executive of the advisory commission to the Council for National Defense, will discuss "Leather in the Defense Program." The chairman's address will be by Harold Connett, who holds that post in the council. Other features of the two-day meeting will include a comprehensive examination of the futures market, an address on improving selling policies by Stanley B. Hunt, director of the Textile Economics Bureau, and an analysis of the international situation by Dr. Marcus Nadler, research director of the Institute of International Finance.

BAI Definitions on Lard and Rendered Pork Fat Clarified

INSTRUCTIONS clarifying the new definitions of "lard" and "rendered pork fat" were issued last weekend by Dr. John R. Mohler, chief of the U. S. Bureau of Animal Industry. In general, the instructions describe the various fats and other pork materials mentioned in the new definitions; they also provide that equipment may be used interchangeably in rendering and handling lard and rendered pork fat and allow the use of old approved labels on lard made after the new definitions become effective on November 1.

The bureau instructions point out that, as used in the lard and rendered pork fat definitions, the terms—

"Hardened lard and hardened rendered pork fat mean, respectively, lard and rendered pork fat which have been hydrogenated in their entirety.

"Detached skin includes portions of skin from which the principal part of the underlying fat has been removed, such as skin removed from bacon intended for slicing and skin removed in the process of skinning hams, shoulder cuts, and fat backs. If the removal of portions of skin is incidental to the removal of a considerable proportion of the underlying fat from the ham, shoulder, back, or the like, preparatory to the rendering of such fat, then the portions of skin so removed shall not be regarded as detached skin and may be included with the fats rendered into lard. Ham facings are not regarded as detached skin.

Head Fat and Tails

"Head fat means the fatty tissue of the forehead, face, snout, lips, tongue, cheek trimmings, and the like, but does not include the fat of the poll (pate fat) and jowl.

"Tails mean the skin-covered portion only.

"Windpipes include the larynx, trachea, and bronchi.

"Scrap fat includes particles of tissue such as may be collected as a result of splitting the carcass, sawing the carcass or parts, washing blood-stained portions of the carcass, and fleshing skins. It does not include fatty tissues of the thoracic, abdominal, and pelvic cavities, the trimmable fat attached to the organs in such cavities, or the particles of fat that may be scraped from the surfaces of the three cavities, provided the fatty tissues are reasonably free from muscle tissue, blood, and large blood vessels.

"Skimmings include unrendered fatty tissue and rendered fat such as may be collected from receiving vats under rendering tanks or from cooking vats.

"Settlings include 'bottoms,' such as accumulations of 'scrap,' water, and other material and rendered fat there-

with from receiving, settling, and storing vats.

"Pressings include the fatty substance pressed or mechanically extracted from the residue incident to the steam rendering of fatty tissue. Cracklings or the residue incident to open-kettle rendering of lard shall not be re-rendered for lard.

"To provide for the free flow, in trade, of the stocks of lard on hand, no distinction shall be made for the present between the lard comprising such stocks and lard which is rendered in conformity with the amendment.

Other Instructions

"Equipment such as rendering tanks, melters, kettles, storage vats, storage tanks, rolls, presses, filling machines, and pipe lines, may be used interchangeably for lard and rendered pork fat or for mixtures composed of lard and rendered pork fat. The equipment shall be reasonably free of rendered pork fat before it is used for lard. The change may be made from a run of lard to a run of rendered pork fat or to a run of rendered pork fat and lard without freeing the equipment of lard. Notice shall be given to the inspector when a change is about to be made from a run of lard to a run of rendered pork fat or vice versa.

"Proprietors and managers shall provide means for maintaining the identity of rendered pork fat during all stages

of rendering, storing, refining, and packaging.

"Labels for lard and labeling material having reference to lard which are now under bureau approval at official establishments will be quite generally applicable to lard which is rendered in conformity with Amendment 13. Therefore, labels and labeling material not known to be in conflict with the new definition of lard need not be presented to the bureau for approval."

For readers who wish to refer to the original definitions, to which the above instructions apply, they are reprinted:

Original Definitions

LARD.—The fat rendered from fresh, clean, sound, fatty tissues from hogs in good health at the time of slaughter, with or without lard stearin or hardened lard. The tissues do not include bones, detached skin, head fat, ears, tails, organs, windpipes, large blood vessels, scrap fat, skimmings, settlings, pressings, and the like, and are reasonably free from muscle tissue and blood.

RENDERED PORK FAT.—The fat, other than lard, rendered from clean, sound carcasses, parts of carcasses, or edible organs from hogs in good health at the time of slaughter, except that stomachs, tails, bones from the head and bones from cured or cooked pork are not included. The tissues rendered are usually fresh, but may be cured, cooked, or otherwise prepared and may contain some meat food products. Rendered pork fat may be hardened by the use of lard stearin or hardened lard, or by rendered pork fat stearin or hardened rendered pork fat.

Packers Sued for Overtime Pay Under Wage-Hour Law

Suits to recover an estimated \$2,600,000 in overtime wages allegedly due employees of four meat packing companies under the Fair Labor Standards Act, as well as an equal amount in penalties, have been filed in federal district court in Chicago by counsel for the Packinghouse Workers Organizing Committee, a C. I. O. union, with a small number of packinghouse workers as plaintiffs.

Wilson & Co., Swift & Company, Armour and Company and G. H. Hammond Co. were named as defendants. Suits were brought by 168 individuals, allegedly on behalf of 78,000 fellow workers employed by the four companies.

The case hinges on the question of whether or not the meat packing industry's 14-week exemption from the maximum hours and overtime provisions of the wage-hour act applies to almost all workers, as claimed by meat packers, or to a relatively small group of employees engaged in actual slaughtering, dressing, etc., as claimed by the wage-hour administration and the plaintiffs.

Another suit requiring interpretation of this part of the law is pending in federal district court at Chicago.

35TH CONVENTION Number

COMPLETE official report of the 35th annual convention of the Institute of American Meat Packers, including proceedings, description of exhibits and other events—fully illustrated—will appear in the Official Packers' Convention Number of THE NATIONAL PROVISIONER following the convention.

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LIVESTOCK MARKETS *Weekly Review*

Contra-Seasonal Drop in Cattle-Sheep Kill

NUMBER of livestock slaughtered under federal inspection during September exceeded the totals for August and for September, 1939, but the increase was entirely due to the rise in hog slaughter. Totals for the month for cattle, calves and sheep and lambs were smaller than in August, a reversal of the usual seasonal trend, and in the case of cattle and sheep were considerably under the level of September, 1939.

Total inspected slaughter of all classes of livestock in September amounted to 5,865,647 head compared with 5,807,279 head in August and 5,828,097 head in September, 1939.

September hog slaughter was 3,168,454 head compared with 3,044,710 head in August and 2,885,318 head in September, 1939. The increase over August was seasonal, although it appeared to be slightly more sharp than in other recent years.

Cattle Kill Below 1939

Cattle kill in September was approximately 30,000 head under August and 79,000 head under September, 1939. Calf slaughter declined by 15,000 head during September compared with August and by 10,000 head from September, 1939. Sheep kill in September was down about 20,000 head from August and 166,000 head under the level of September last year.

Inspected slaughter for September compared with August and September a year ago was reported as follows:

	Sept. 1940	Aug. 1940	Sept. 1939
Cattle	811,567	842,129	880,343
Calves	416,949	431,611	427,469
Hogs	3,168,454	3,044,710	2,885,318
Sheep and Lambs	1,468,677	1,488,829	1,634,967

Slaughter of each class of livestock

by months during 1940 was as follows:

	Cattle	Hogs	Sheep
January	827,348	5,355,793	1,598,193
February	715,118	4,277,212	1,812,541
March	721,163	3,981,165	1,265,590
April	773,770	3,610,020	1,354,967
May	795,807	3,890,182	1,420,186
June	737,974	3,886,395	1,377,823
July	821,795	3,218,904	1,447,528
August	842,129	3,044,710	1,488,829
September	811,567	3,168,454	1,468,677
Total	7,046,671	34,432,835	12,734,334

Total slaughter for the first nine months of 1940, compared with the corresponding period in recent years:

	1940	1939	1938	1937	1936	1935	1934	1933	1932	1931	1930
Cattle	7,046,671	6,942,514	28,149,458	21,678,021	23,590,562	18,625,559	31,822,419	35,136,873	33,278,457	32,395,758	32,103,684
Hogs	34,432,835	28,149,458	21,678,021	23,590,562	18,625,559	31,822,419	35,136,873	33,278,457	32,395,758	32,103,684	12,237,493
Sheep	12,734,334	12,798,916	13,622,092	13,015,489	12,357,032	13,104,014	11,775,739	12,939,060	13,645,157	13,180,866	12,237,493

AUGUST LIVESTOCK PRICES

August livestock prices at Chicago, as reported by the U. S. Agricultural Marketing Service:

CATTLE AND CALVES			
	Aug. 1940	July 1940	Aug. 1939
(Price per 100 lbs.)			
Beef steers—			
Choice and prime	\$11.69	\$10.97	\$ 9.51
Good	10.82	10.29	9.03
Medium	9.21	9.33	8.11
Common	7.27	7.59	6.61
All grades	11.00	10.44	9.09
Cows—			
Good	7.41	7.28	6.70
Low cutter and cutter	4.86	4.70	4.70
Vealers—			
Good and choice	10.78	9.92	10.15
HOGS			
Barrows and gilts—			
Average price	\$6.69	\$6.31	\$6.21
All purchases—			
Average price	6.21	5.92	5.52
LAMBS AND SHEEP			
Slaughter lambs—			
Good and choice	\$9.40	\$9.49	\$8.66
Slaughter ewes—			
Common and medium	2.18	2.26	2.25

¹Average of cutter, common and canner.

AUGUST CATTLE IMPORTS

Fewer cattle were imported from Canada and Mexico during August than in the same month last year. Number of cattle imported during the first eight months of 1940 was also smaller than the total for the corresponding period in 1939.

Compared with imports during the preceding month, cattle shipments from Canada showed a slight increase, whereas imports from Mexico were only slightly over half as large as in July. Imports from Canada increased considerably in the 700-lb. and heavier class, but calf imports declined. Receipts of unfinished cattle in the 200- to 700-lb. range continued small; Mexico is the principal supplier of these cattle.

Decline in receipts from Mexico was marked in both the 200- to 700-lb. class and the heavy weights. In shipments totaled 11,545 head during August compared with 20,246 head in July. Only 437 cattle of 700 lbs. or over were received from Mexico in August compared with 5,123 head in July.

Number of cattle imported from Canada in the first eight months of 1940 was 62,125 head under the total for the corresponding period in 1939, amounting to 145,380 head against 207,505 head a year earlier.

Cattle imports from Mexico during the first eight months of 1940 were 79,762 head smaller than in 1939, totaling 291,111 head compared with 370,873 head a year earlier.

	Aug. 1940	Aug. 1939	8 mos. 1940	8 mos. 1939
Canada—				
Over 700 lbs.	12,226	17,848	75,414	129,108
200-700 lbs.	1,081	2,280	5,466	7,359
Under 200 lbs.	7,632	8,915	64,500	71,038
Total	21,939	29,043	145,380	207,505
Mexico—				
Over 700 lbs.	437	544	30,757	44,275
200-700 lbs.	10,372	11,687	232,423	296,562
Under 200 lbs.	736	838	27,931	30,006
Total	11,545	13,069	291,111	370,873

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LIVESTOCK BUYING SERVICE



An Economical, Convenient Service, available to all

FORT WAYNE, IND. DETROIT, MICH.
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CINCINNATI, OHIO NASHVILLE, TENN.
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Broker

Offerings Wanted of:

Tankage, Blood, Bones, Cracklings, Hoofs

405 Lexington Ave.

New York City

CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Service.)

Des Moines, Ia., Oct. 10, 1940.—At 16 concentration points and 10 packing plants in Iowa and Minnesota hog prices were little changed. Demand continued fairly broad, while shipping activity improved somewhat.

Hogs, good to choice:

160-180 lb.	\$4.90@5.80
180-200 lb.	5.70@6.05
200-220 lb.	6.10@6.20
220-240 lb.	5.85@6.25
240-260 lb.	5.80@6.10
260-280 lb.	5.60@6.00

Sows:

330 lbs. down.	\$5.40@5.85
330-400 lb.	5.25@5.70
400-500 lb.	5.00@5.45

Receipts of hogs at Corn Belt markets for week ended with October 10, 1940:

	This week	Last week
Friday, Oct. 4.	22,400	21,800
Saturday, Oct. 5.	19,800	20,300
Monday, Oct. 7.	34,500	34,200
Tuesday, Oct. 8.	22,300	19,900
Wednesday, Oct. 9.	19,200	21,100
Thursday, Oct. 10.	23,300	17,200

NEW YORK LIVESTOCK

Livestock prices at New York, Wednesday, October 9, 1940:

CATTLE:

Steers, medium, 892-lb.	\$ 9.00@ 9.75
Cows, medium	6.00@ 6.50
Cows, cutter and common	5.00@ 5.75
Bulls, good	7.00@ 7.50
Bulls, medium	6.00@ 6.75

CALVES:

Vealers, good and choice	\$11.00@13.50
Vealers, common and medium	8.00@10.00
Vealers, culls	5.50@ 7.00
Calves, medium and good	8.00@ 9.00
Calves, cull and common	6.00@ 7.00

HOGS:

Hogs, choice, 193-lb.	\$ 6.65
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LAMBS:

Lambs, good and choice	\$ 10.00
Lambs, common	7.00@ 7.50
Ewes, good	2.50@ 4.00

Receipts of salable livestock at Jersey City public market for the week ended with October 5:

	Cattle	Calves	Hogs*	Sheep
Salable receipts	1,792	2,118	240	1,031
Total, with directa	4,597	11,391	27,574	39,104
Previous week:				
Salable receipts	2,399	2,577	380	320
Total, with directa	6,895	13,465	25,815	37,850

*Including hogs at 41st street.

RECEIPTS AT CHIEF CENTERS

Receipts for week ended October 5:

At 20 markets:	Cattle	Hogs	Sheep
Week ended Oct. 5.	250,000	389,000	353,000
Previous week	254,000	404,000	307,000
1939	281,000	298,000	375,000
1938	255,000	375,000	422,000
1937	295,000	303,000	413,000
At 11 markets:	Cattle	Hogs	Sheep
Week ended Oct. 5.	188,000	255,000	221,000
Previous week	184,000	281,000	204,000
1939	202,000	186,000	231,000
1938	177,000	249,000	242,000
1937	206,000	104,000	246,000
1936	222,000	262,000	288,000

MORE LIVESTOCK NEWS will be found on page 64.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading western markets, Thursday, October 10, 1940, as reported by U. S. Department of Agriculture, Agricultural Marketing Service:

Hogs (soft & oily not quoted). CHICAGO NAT. STK. YDS. OMAHA KANS. CITY ST. PAUL

BARROWS AND GILTS:

Good-choice:

120-140 lbs.	\$ 4.90@ 5.35	\$ 5.25@ 5.65	\$ 4.40@ 5.10	\$ 4.85@ 5.25
140-160 lbs.	5.25@ 5.85	5.60@ 6.00	4.75@ 5.50	5.00@ 5.40
160-180 lbs.	5.50@ 6.25	5.90@ 6.25	5.00@ 5.85	5.30@ 5.70
180-200 lbs.	6.10@ 6.50	6.15@ 6.40	5.85@ 6.15	5.70@ 6.00
200-220 lbs.	6.30@ 6.55	6.30@ 6.45	6.05@ 6.15	6.10@ 6.20
220-240 lbs.	6.40@ 6.55	6.35@ 6.45	6.00@ 6.15	6.10@ 6.20
240-270 lbs.	6.45@ 6.55	6.30@ 6.45	6.00@ 6.10	6.10@ 6.20
270-300 lbs.	6.35@ 6.55	6.20@ 6.40	6.00@ 6.10	6.10@ 6.20
300-330 lbs.	6.25@ 6.45	6.10@ 6.30	5.95@ 6.10	6.05@ 6.15
330-360 lbs.	6.15@ 6.35	6.00@ 6.25	5.90@ 6.00	6.00@ 6.10

Medium:

100-220 lbs.	5.25@ 6.30	5.85@ 6.15	5.10@ 5.85	4.85@ 6.10	5.10@ 5.90
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SOWS:

Good and choice:

270-300 lbs.	6.10@ 6.25	6.05@ 6.15	5.75@ 5.90	5.85@ 6.00	5.55@ 5.60
300-330 lbs.	6.00@ 6.15	6.00@ 6.15	5.75@ 5.90	5.85@ 6.00	5.55@ 5.60
330-360 lbs.	5.85@ 6.05	5.85@ 6.10	5.75@ 5.85	5.75@ 5.90	5.55@ 5.60

Good:

360-400 lbs.	5.70@ 5.90	5.75@ 5.90	5.65@ 5.80	5.65@ 5.85	5.50@ 5.55
400-450 lbs.	5.50@ 5.75	5.55@ 5.80	5.60@ 5.75	5.60@ 5.75	5.50@ 5.55
450-500 lbs.	5.40@ 5.60	5.45@ 5.55	5.60@ 5.65	5.35@ 5.60	5.45@ 5.50

Medium:

250-500 lbs.	4.65@ 5.65	4.90@ 5.65	4.75@ 5.60	5.25@ 5.85	5.25@ 5.50
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PIGS (Slaughter):

Med. & good, 90-120 lbs.	4.50@ 5.00	5.00@ 5.45			
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Slaughter Cattle, Vealers and Calves:

STEERS, choice:

750-900 lbs.	12.00@13.00	11.25@12.50	11.00@12.50	11.25@12.75	11.25@12.50
900-1100 lbs.	12.25@13.50	11.50@12.75	11.00@12.75	11.50@13.00	11.25@12.00
1100-1300 lbs.	13.00@13.75	11.50@13.00	11.50@13.00	11.75@13.00	11.50@13.25
1300-1500 lbs.	13.00@13.75	11.50@13.00	11.75@13.00	11.75@13.00	11.50@13.25

STEERS, good:

750-900 lbs.	10.50@12.00	9.75@11.25	9.75@11.25	9.50@11.50	9.50@11.50
900-1100 lbs.	10.75@12.25	9.75@11.50	10.00@11.50	9.75@11.75	9.50@11.75
1100-1300 lbs.	10.75@13.00	10.00@11.50	10.00@11.75	9.75@11.75	9.75@11.75
1300-1500 lbs.	10.75@13.00	10.00@11.50	10.00@11.75	9.75@11.75	9.75@11.75

STEERS, medium:

750-1100 lbs.	7.75@10.75	7.25@ 9.75	7.75@10.00	7.25@ 9.75	7.75@10.00
1100-1300 lbs.	8.00@10.75	7.25@10.00	8.00@10.00	7.25@ 9.75	7.75@10.00

STEERS, common:

750-1100 lbs.	6.25@ 8.00	6.25@ 7.25	6.25@ 8.00	6.00@ 7.25	5.75@ 7.75
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STEERS, HEIFERS AND MIXED:

Choice, 500-750 lbs.	11.50@12.50	10.50@11.50	10.50@12.00	10.50@11.50	11.00@12.25
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Good, 500-700 lbs.	10.25@11.75	9.50@10.50	9.25@10.50	9.00@10.50	9.50@11.25
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HEIFERS:

Choice, 750-900 lbs.	11.75@12.25	10.50@11.50	10.50@11.75	10.50@11.75	10.50@12.00
Good, 750-900 lbs.	10.50@11.75	9.50@10.50	9.50@10.50	9.00@10.50	9.00@10.50
Medium, 500-900 lbs.	8.00@10.50	7.00@ 9.50	7.00@ 9.50	7.00@ 9.50	7.25@ 9.00
Common, 500-900 lbs.	6.00@ 8.00	5.50@ 7.00	6.00@ 7.50	5.75@ 7.00	5.50@ 7.25

COWS, all weights:

Good	6.50@ 7.25	5.75@ 7.00	6.50@ 7.25	6.25@ 7.25	6.00@ 7.00
Medium	5.25@ 6.50	5.25@ 5.75	5.25@ 6.50	5.50@ 6.25	5.25@ 6.00
Cutter and common	4.50@ 5.25	4.50@ 5.25	4.25@ 5.25	4.50@ 5.50	4.00@ 5.25
Canner	3.50@ 4.50	3.25@ 4.50	3.75@ 4.50	3.75@ 4.50	3.50@ 4.50

BULLS (Ylgs. Excl.), all weights:

Beef, good	6.75@ 7.50	6.25@ 6.75	6.50@ 7.00	6.35@ 6.60	6.50@ 7.00
Sausage, good	6.75@ 7.25	6.00@ 6.50	6.25@ 6.65	6.25@ 6.50	6.25@ 6.50
Sausage, medium	6.00@ 6.75	5.50@ 6.00	6.00@ 6.25	5.75@ 6.25	5.50@ 6.25
Sausage, cutter and com.	5.50@ 6.00	4.75@ 5.50	5.25@ 6.00	4.75@ 5.75	4.25@ 5.50

VEALERS, all weights:

Good and choice	10.50@12.00	11.00@12.25	9.00@11.00	9.00@11.00	8.50@11.00
Common and medium	7.50@10.50	8.75@11.00	6.50@ 9.00	6.00@ 9.00	6.00@ 9.00
Cull	6.50@ 7.50	5.00@ 8.75	5.00@ 6.50	5.00@ 6.00	4.00@ 6.00

CALVES, 400 lbs. down:

Good and choice	8.00@ 9.00	7.50@ 9.00	7.00@ 9.00	7.00@ 9.00	7.00@ 8.50
Common and medium	6.00@ 8.00	6.00@ 7.50	6.00@ 7.00	5.50@ 7.00	5.50@ 7.00
Cull	4.50@ 6.00	4.25@ 6.00	5.00@ 6.00	4.50@ 5.50	4.00@ 5.50

Slaughter Lambs and Sheep:

SPRING LAMBS:

*Good and choice	9.25@ 9.50	8.60@ 9.00	8.85@ 9.10	8.75@ 9.25	9.00@ 9.15
*Medium and good	8.00@ 9.15	7.75@ 8.50	7.75@ 8.75	7.75@ 8.15	8.25@ 8.85
Common	6.50@ 7.75	6.25@ 7.50	6.50@ 7.75	6.50@ 7.50	6.75@ 8.00

YEARLING WETHERS (shorn):

Good and choice	7.40@ 8.00	7.00@ 8.00	7.25@ 8.20	7.00@ 7.75	7.25@ 8.25
Medium	6.50@ 7.40	6.25@ 7.00	6.50@ 7.25	6.25@ 7.00	6.50@ 7.25

EWES (shorn):

Good and choice	3.50@ 4.50	3.00@ 4.00	3.00@ 3.85	3.25@ 4.00	3.00@ 3.90
Common and medium	2.50@ 3.50	1.75@ 3.00	1.75@ 3.00	2.00@ 3.25	1.75@ 3.00

* Quotations based on animals of current seasonal market weights and wool growth. Shorn animals with less than 60 days' wool growth quoted as shorn. * Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

CHICAGO PACKER PURCHASES

Purchases of livestock in Chicago by the principal packers for the first three days this week were 21,330 cattle, 2,427 calves, 34,516 hogs and 9,838 sheep.

TRIMMING OFF THE PROFITS

Do your men trim the profits off your pork loins? Read chapter 6 of "PORK PACKING," The National Provisioner's pork plant handbook.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, October 5, 1940, as reported to The National Provisioner:

CHICAGO

Armour and Company, 3,896 hogs; Swift & Company, 2,616 hogs; Wilson & Co., 6,665 hogs; Western Packing Co., Inc., 2,040 hogs; Agar Packing Co., 5,304 hogs; shippers, 4,447 hogs; others 25,647 hogs.

Total: 32,080 cattle; 3,620 calves; 51,623 hogs; 17,188 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,553	954	4,749	7,353
Cudahy Pkg. Co.	2,235	551	2,194	4,825
Swift & Company	2,229	666	3,194	5,170
Wilson & Co.	1,667	407	2,470	4,650
Indep. Pkg. Co.	1,322	...	415	...
Korblum Pkg. Co.	1,322	...	415	...
Others	7,121	308	2,754	6,323
Total	18,127	2,886	15,776	28,321

OMAHA

	Cattle and Calves	Hogs	Sheep
Armour and Company	4,481	4,940	3,751
Cudahy Pkg. Co.	3,278	5,404	3,377
Swift & Company	3,907	2,839	3,278
Wilson & Co.	1,129	2,917	1,403
Others	5,342	...	...

Cattle and calves: Eagle Pkg. Co., 11; Greater Omaha Pkg. Co., 95; Geo. Hoffmann, 42; Lewis Pkg. Co., 756; Nebr. Beef Co., 619; Omaha Pkg. Co., 200; John Roth, 87; So. Omaha Pkg. Co., 620; Lincoln Pkg. Co., 291.

Total: 15,507 cattle and calves; 19,442 hogs; 13,809 sheep.

EAST ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,694	2,540	6,092	6,700
Swift & Company	4,228	3,209	8,111	6,910
Hunter Pkg. Co.	1,500	52	4,274	1,356
Hell Pkg. Co.	...	...	4,949	...
Krey Pkg. Co.	...	...	1,885	...
Laclede Pkg. Co.	...	...	867	...
Sieloff Pkg. Co.	...	...	10,257	1,298
Shippers	...	...	179	1,776
Others	...	...	...	...
Total	23,337	7,278	47,359	16,630

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift & Company	1,905	466	8,243	8,873
Armour and Company	2,104	514	6,504	4,402
Others	2,332	230	471	879

Total: 6,341 cattle; 1,210 calves; 15,158 hogs; 14,154 sheep.

Not including 3,575 hogs and 2,407 sheep bought direct.

SIoux CITY

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,387	53	3,370	2,188
Armour and Company	1,423	68	3,521	2,448
Swift & Company	1,059	56	1,872	2,188
Shippers	1,859	2	1,978	365
Others	171	4	36	1
Total	5,799	183	10,777	7,190

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,969	1,373	3,491	1,347
Wilson & Co.	1,862	1,485	3,665	1,492
Others	295	14	1,615	...
Total	4,006	2,881	8,771	2,839

Not including 45 cattle and 2,705 hogs bought direct.

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,909	996	5,306	2,291
Wichita D. B. Co.	28	...	...	...
Dunn-Osterberg	92	...	80	...
Fred W. Dold	141	...	493	...
Sunflower Pkg. Co.	79	...	312	...
Pioneer Pkg. Co.	6	...	...	...
Total	2,255	996	6,191	2,293

DENVER

	Cattle	Calves	Hogs	Sheep
Armour and Company	899	130	1,674	14,204
Swift & Company	707	143	1,600	13,528
Cudahy Pkg. Co.	846	143	1,230	2,078
Others	1,840	167	1,481	18,759
Total	4,292	583	5,994	40,169

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,866	2,247	13,191	11,601
Rifkin Pkg. Co.	657	12	...	...
Swift & Company	4,165	3,333	21,002	9,507
United Pkg. Co.	2,305	203	...	...
Cudahy Pkg. Co.	1,155	1,063	...	...
Others	2,387	764	...	...
Total	13,625	7,612	34,193	21,105

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,674	2,293	2,510	2,744
Swift & Company	2,671	1,910	2,612	3,463
Blue Bonnet	194	71	954	5
City Pkg. Co.	88	4	862	...
Rosenthal Pkg. Co.	20	1	34	11
Total	5,642	4,279	6,972	6,223

INDIANAPOLIS

	Cattle	Calves	Hogs	Sheep
Klingan & Co.	1,297	424	18,657	2,221
Armour and Company	703	165	3,031	...
Hilgemeyer Bros.	8	...	874	...
Stumpf Bros.	...	...	146	...
Meier Pkg. Co.	...	...	...	...
Stark & Wetzel	208	31	600	...
Wabnitz & Deters	74	52	343	35
Maass Hartman Co.	40	14	...	...
Shippers	1,478	2,316	25,624	5,811
Others	1,228	487	255	241
Total	5,036	3,459	49,530	8,308

CINCINNATI

	Cattle	Calves	Hogs	Sheep
S. W. Gall's Sons	...	13	...	394
E. Kahn's Sons Co.	658	113	2,787	1,762
Lohrey Packing Co.	2	...	343	...
H. H. Meyer Pkg. Co.	18	...	4,936	...
J. Schlachter	133	129	...	60
J. & P. Schroth P. Co.	18	...	3,716	...
J. F. Stegner Co.	429	256	...	8
Shippers	610	...	3,400	3,225
Others	1,838	641	164	215
Total	3,759	1,163	24,119	5,665

Not including 930 cattle, 7,435 hogs and 417 sheep bought direct.

RECAPITULATION†

	CATTLE	Calves	Hogs	Sheep
Chicago	32,080	39,435	34,020	...
Kansas City	18,127	16,368	21,322	...
Omaha*	15,507	15,367	16,273	...
East St. Louis	23,337	22,235	19,617	...
St. Joseph	6,341	4,763	7,211	...
Sioux City	5,799	9,273	9,630	...
Oklahoma City	4,066	4,657	5,996	...
Wichita	2,255	2,330	2,734	...
Denver	4,292	4,286	4,290	...
St. Paul	13,625	14,676	14,174	...
Milwaukee	3,766	4,119	3,920	...
Indianapolis	5,036	5,930	5,592	...
Cincinnati	3,759	4,430	3,788	...
Ft. Worth	5,642	5,386	6,123	...
Total	143,632	153,252	154,690	...

HOGS

	CATTLE	Calves	Hogs	Sheep
Chicago	51,623	58,676	42,086	...
Kansas City	15,776	17,214	11,587	...
Omaha	19,442	24,461	14,211	...
East St. Louis	47,359	52,987	35,328	...
St. Joseph	15,518	17,237	11,148	...
Sioux City	10,777	16,382	8,443	...
Oklahoma City	8,771	8,893	4,952	...
Wichita	6,191	7,597	5,406	...
Denver	5,994	5,652	4,967	...
St. Paul	34,193	39,688	31,039	...
Milwaukee	8,869	9,232	11,363	...
Indianapolis	49,530	53,020	39,760	...
Cincinnati	24,119	22,964	17,095	...
Ft. Worth	6,972	7,532	3,279	...
Total	305,134	341,505	240,614	...

SHEEP

	CATTLE	Calves	Hogs	Sheep
Chicago	17,188	15,589	20,844	...
Kansas City	28,321	25,282	20,881	...
Omaha	13,809	15,238	15,438	...
East St. Louis	16,630	13,243	12,655	...
St. Joseph	14,154	13,065	16,840	...
Sioux City	7,190	10,051	9,750	...
Oklahoma City	2,839	2,327	2,074	...
Wichita	2,293	2,038	2,178	...
Denver	40,169	37,707	62,317	...
St. Paul	21,105	17,391	24,387	...
Milwaukee	2,219	1,655	3,709	...
Indianapolis	8,308	9,750	9,633	...
Cincinnati	5,665	4,202	3,467	...
Ft. Worth	6,223	5,878	8,631	...
Total	195,116	213,416	212,804	...

*Cattle and calves. †Not including directs.

STEER WEIGHTS AND PRICES

Beef steers sold at Chicago for slaughter during September totaled 80,695 head, compared with 78,896 in August.

	No.	Pct.	Av. wt. lbs.	Av. price
Good and prime	31,612	39.2	1,124	\$12.53
Good	41,005	50.8	1,028	11.15
Medium	6,249	7.7	953	9.08
Common	1,829	2.3	902	7.12
Beef steers	80,695	100.0	1,057	\$11.50

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Mon., Sept. 30	12,949	1,310	15,551	9,364
Tues., Oct. 1	8,146	1,071	16,850	7,988
Wed., Oct. 2	7,624	714	15,978	8,583
Thurs., Oct. 3	5,813	884	19,636	7,672
Fri., Oct. 4	1,378	698	7,202	2,865
Sat., Oct. 5	500	300	2,400	2,000

*Total this week... 34,110 4,977 77,597 38,472
Prev. week... 39,967 5,474 80,695 30,975
Year ago... 40,331 6,949 55,891 48,550
Two years ago... 41,341 6,742 81,465 50,282

SHIPMENTS

	Cattle	Calves	Hogs	Sheep
Mon., Sept. 30	1,987	116	1,074	661
Tues., Oct. 1	2,541	146	980	886
Wed., Oct. 2	3,897	246	92	824
Thurs., Oct. 3	2,227	236	1,179	...
Fri., Oct. 4	507	31	1,258	364
Sat., Oct. 5	100	...	...	...

Total this week... 11,259 621 5,315 1,491
Previous week... 16,383 895 5,072 1,649
Year ago... 13,916 1,008 5,225 4,260
Two years ago... 12,540 1,900 9,226 5,519

*Including 1,554 cattle, 1,182 calves, 24,968 hogs and 21,850 sheep direct to packers from other points.

†All receipts include directs.

OCTOBER AND YEAR RECEIPTS

Receipts thus far this month and year to date with comparisons:

	October	1939	1940	1939
Cattle	21,261	37,958	1,422,787	1,375,542
Calves	3,667	6,239	199,289	244,812
Hogs	62,046	87,746	3,849,239	3,932,322
Sheep	29,108	35,642	1,819,446	1,986,831

WEEKLY AVERAGE PRICE OF LIVESTOCK

	Cattle	Calves	Hogs	Sheep
Week ended Oct. 5	\$11.60	\$6.25	\$3.50	\$9.20
Previous week	11.30	6.25	3.50	9.00
1939	9.85	6.65	3.50	9.40
1938	10.65	8.35	2.50	8.00
1937	12.65	10.60	4.50	10.25
1936	9.15	9.80	3.10	8.85
1935	10.55	10.40	3.75	9.50
Av. 1935-1939	\$10.55	\$9.15	\$3.45	\$9.15

SUPPLIES FOR CHICAGO PACKERS

	Cattle	Calves	Hogs	Sheep
Week ended Oct. 5	22,851	72,282	36,981	...
Previous week	23,848	76,472	28,797	...
1939	27,195	50,888	43,922	...
1938	29,135	71,086	34,255	...
1937	26,187	51,585	41,696	...
1936	34,284	59,808	44,694	...

HOG RECEIPTS, WEIGHTS AND PRICES

	No. Rec'd	Av. Wt., lbs.	—Prices—	
			Top	Av.
Week ended Oct. 5....	77,600	250	\$6.70	\$6.25
Previous week.....	80,695	252	6.80	6.25
1939	55,891	256	7.35	6.65
1938	81,465	241	9.00	8.35
1937	57,928	248	12.00	10.60
1936	69,238	238	10.55	9.80
1935	49,628	250	11.25	10.40

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended October 5, 1940.

	CATTLE		
	Week ended Oct. 5	Prev. week	Cor. week, 1939
Chicago†	16,089	16,539	25,618
Kansas City*	21,013	18,991	25,287
Omaha*	15,879	15,250	17,818
East St. Louis	13,080	13,245	12,367
St. Joseph	5,717	5,196	6,502
Sioux City	6,134	6,425	7,297
Wichita*	3,251	3,318	4,413
Fort Worth	9,821	10,183	11,757
Philadelphia	1,657	1,799	1,453
Indianapolis	4,418	2,477	4,502
New York & Jersey City	5,877	9,071	7,670
Oklahoma City*	6,992	7,298	9,555
Cincinnati	3,887	3,989	3,608
Denver	3,785	4,297	4,797
St. Paul	10,083	11,304	10,310
Milwaukee	3,652	3,835	3,707
Total	128,433	132,407	153,451

*Cattle and calves. †Not including directs.

	HOGS		
	Week ended Oct. 5	Prev. week	Cor. week, 1939
Chicago	83,974	81,904	71,820
Kansas City	48,816	51,132	31,194
Omaha	26,878	27,761	17,515
East St. Louis	66,378	81,904	44,562
St. Joseph	18,842	22,539	10,272
Sioux City	15,615	14,657	11,631
Wichita	6,427	7,817	7,241
Fort Worth	6,972	7,532	3,279
Philadelphia	15,720	16,604	18,660
Indianapolis	22,353	21,719	13,096
New York & Jersey City	48,787	47,203	44,968
Oklahoma City	14,476	11,407	5,545
Cincinnati	20,249	21,439	15,352
Denver	8,833	9,915	5,262
St. Paul	84,193	88,886	31,039
Milwaukee	8,858	9,141	11,343
Total	441,371	467,652	343,260

*Includes National Stock Yards, East St. Louis, Ill., and St. Louis, Mo.

	SHEEP		
	Week ended Oct. 5	Prev. week	Cor. week, 1939
Chicago†	14,462	12,631	19,227
Kansas City	28,321	25,282	20,881
Omaha	21,293	22,949	23,002
East St. Louis	15,794	11,971	12,405
St. Joseph	15,682	11,156	15,234
Sioux City	10,185	10,101	9,787
Wichita	2,293	2,088	2,178
Fort Worth	6,223	5,878	8,631
Philadelphia	3,027	2,445	3,593
Indianapolis	2,462	3,061	3,381
New York & Jersey City	47,872	54,340	56,200
Oklahoma City	2,840	2,327	2,074
Cincinnati	2,155	2,442	3,323
Denver	8,578	8,708	10,667
St. Paul	21,108	17,391	24,310
Milwaukee	2,306	1,629	1,821
Total	204,420	194,639	217,171

*Not including directs.

LIVESTOCK COST AND YIELD

Average cost, yield and weight of federally inspected kill in August, 1940:

	August, 1940	July, 1940	August, 1939
Average cost per 100 lbs.:			
Cattle	\$ 8.24	\$ 8.19	\$ 7.37
Steers*	9.95	9.78	8.56
Calves	8.38	8.35	8.09
Hogs	6.19	5.80	5.67
Sheep and lambs	8.12	8.73	7.69

	August, 1940	July, 1940	August, 1939
Average yields per cent:			
Cattle	54.48	54.89	54.93
Calves	55.42	55.97	55.38
Hogs	74.26	74.40	74.52
Sheep and lambs	47.04	47.44	47.34
Lard	12.92	13.21	13.38

	August, 1940	July, 1940	August, 1939
Average live weight, lbs.:			
Cattle	921.70	938.25	936.58
Steers*	986.94	994.48	996.89
Calves	206.29	197.74	211.14
Hogs	240.09	249.50	246.17
Sheep and lambs	82.27	80.29	82.28

*Also included in "cattle" data.

PACIFIC COAST LIVESTOCK

Receipts for 5 days ended Oct. 4:

	Cattle	Calves	Hogs	Sheep
Los Angeles	4,016	2,377	2,713	1,029
San Francisco	800	45	2,600	3,000
Portland	2,675	280	3,900	1,975

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Agricultural Marketing Service)

		WESTERN DRESSED MEATS		NEW YORK		PHILA.		BOSTON	
STEERS, carcass	Week ending October 5, 1940			7,842		2,088		2,747	
	Week previous			8,106		2,676		2,841	
	Same week year ago			10,040		3,131		2,920	
COWS, carcass	Week ending October 5, 1940			767		1,155		3,079	
	Week previous			1,150		1,125		2,760	
	Same week year ago			1,361		1,093		2,517	
BULLS, carcass	Week ending October 5, 1940			452		540		82	
	Week previous			515		685		87	
	Same week year ago			391		572		15	
VEAL, carcass	Week ending October 5, 1940			7,959		951		883	
	Week previous			10,335		1,024		943	
	Same week year ago			11,580		1,111		1,068	
LAMB, carcass	Week ending October 5, 1940			40,138		14,658		19,209	
	Week previous			37,494		15,709		18,378	
	Same week year ago			57,781		18,939		20,822	
MUTTON, carcass	Week ending October 5, 1940			1,966		568		1,586	
	Week previous			2,136		717		883	
	Same week year ago			2,014		502		2,034	
PORK CUTS, lbs.	Week ending October 5, 1940			2,475,685		332,805		403,362	
	Week previous			2,538,168		332,244		292,057	
	Same week year ago			2,174,381		324,550		388,942	
BEEF CUTS, lbs.	Week ending October 5, 1940			567,556		...		...
	Week previous			441,648		...		...
	Same week year ago			470,999		...		...

LOCAL SLAUGHTERS

		NEW YORK		PHILA.		BOSTON	
CATTLE, head	Week ending October 5, 1940	5,877		1,657		...	
	Week previous	9,071		1,799		...	
	Same week year ago	7,670		1,453		...	
CALVES, head	Week ending October 5, 1940	13,390		2,656		...	
	Week previous	16,239		2,956		...	
	Same week year ago	12,684		2,281		...	
HOGS, head	Week ending October 5, 1940	49,796		15,720		...	
	Week previous	45,989		16,694		...	
	Same week year ago	44,263		18,680		...	
SHEEP, head	Week ending October 5, 1940	47,796		3,027		...	
	Week previous	54,340		3,445		...	
	Same week year ago	56,200		3,593		...	

Country dressed product at New York totaled 2,487 veal, 37 hogs and 167 lambs. Previous week 2,941 veal, 1 hog and 233 lambs in addition to that shown above.

WEEKLY INSPECTED KILL

Packing plants at 27 selected centers slaughtered 655,150 hogs during the week ending October 4, compared with 631,989 head during the preceding week, and 495,738 a year ago. This was an increase of 159,161 head over kill during the same period last year.

Number of animals processed in 27 centers for week ended October 4:

	Cattle	Calves	Hogs	Sheep
New York Area ¹	5,877	13,334	48,787	46,983
Phila. & Balt...	3,481	1,283	29,416	2,058
Ohio-Indiana				
Group ²	7,976	3,314	61,173	7,731
Chicago ³	24,808	5,670	83,974	50,709
St. Louis Area ⁴	14,763	9,419	66,378	17,764
Kansas City	13,778	5,519	48,816	23,661
Southwest Group ⁵	15,845	9,920	47,479	24,300
Omaha	13,500	1,273	28,878	25,534
Sioux City	5,892	305	15,615	14,163
St. Paul-Wisc.				
Group ⁶	20,861	19,361	94,597	31,334
Interior Iowa & So. Minn. ⁷	13,562	5,799	132,055	49,625
Total	140,343	75,197	655,150	293,862
Total Prev.	141,559	78,162	631,989	273,687
Total last year	153,842	77,155	495,738	327,515

¹Includes New York City, Newark, and Jersey City. ²Includes Cincinnati and Cleveland, Ohio, and Indianapolis, Ind. ³Includes Elkhart, Ill. ⁴Includes National Stockyards and East St. Louis, Ill., and St. Louis, Mo. ⁵Includes So. St. Joseph, Wichita, Oklahoma City, and Ft. Worth. ⁶Includes St. Paul, So. St. Paul and Newport, Minn., and Madison and Milwaukee, Wisc. ⁷Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, and Waterloo, Iowa.

Packing plants included in the above tabulation slaughtered during the calendar year 1939 approximately 74% of the cattle, calves and hogs, and 82% of the sheep and lambs that were slaughtered under Federal inspection that year.

CANADIAN LIVESTOCK PRICES

	STEERS		
	Week ended Oct. 3	Last week	Same week 1939
Toronto	\$ 8.25	\$ 8.35	\$ 8.00
Montreal	8.50	8.50	8.50
Winnipeg	7.75	8.00	7.25
Calgary	7.50	7.50	6.25
Edmonton	...	7.50	6.50
Prince Albert	6.50	6.75	6.50
Moose Jaw	6.50	6.75	6.00
Saskatoon	7.00	7.00	6.75
Regina	6.50	7.00	5.75
Vancouver	8.00	8.50	7.25

VEAL CALVES			
	Week ended Oct. 3	Last week	Same week 1939
Toronto	\$11.50	\$11.50	\$10.50
Montreal	11.00	11.00	10.50
Winnipeg	9.00	9.00	8.50
Calgary	8.00	8.50	7.00
Edmonton	...	8.50	7.50
Prince Albert	7.00	7.50	7.00
Moose Jaw	7.75	8.00	7.50
Saskatoon	8.00	8.25	9.00
Regina	8.00	8.00	7.50
Vancouver	8.00	8.50	8.00

HOG CARCASSES*			
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CONTROLLING SMOKEHOUSE TEMPERATURE



Reduces shrinkage... gives uniform quality... improves color... cuts cost

A simple, reliable, economical means of regulating smokehouse temperature... Bristol's Control is enabling packers not only to duplicate automatically, day after day, the exact temperature at which every lot of meat is to be smoked, but also to turn out a more salable product.

Under-smoking and over-smoking are eliminated. Shrinkage is reduced. Quality improved. Temperature is maintained at the proper point, with the result that there is no partially cooked meat, no broken down fats, no flabby, shrivelled, unsightly product.

Bristol's Automatic Temperature Controllers and Recording Thermometers will pay you a handsome return on your investment if you are interested in cutting costs, bettering your product quality, and increasing general plant efficiency. For more complete information, write for helpful bulletins. These describe Bristol's complete instrument line for the packing industry and will prove of value in improving your processing.

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Branch Offices in Principal Cities

PHOTO ABOVE SHOWS: Bristol's Recording Thermometer, Model 240M. The fastest, most responsive thermometer obtainable. Furnished with Bristol's popular, vapor-filled thermo-sensitive helical measuring element,—recognized as the standard of industrial accuracy since 1892.

**WRITE FOR CATALOG
C1251 AND C4050...**

This Bristol's Thermometer Catalog is packed with valuable ideas on how to measure temperatures accurately. Write.



BRISTOL'S
TRADE MARK REG. U. S. PAT. OFFICE

Convention Exhibits

(Continued from page 41.)

John Seveck and Warren Anderson.

58.—DENNISON MANUFACTURING CO., Framingham, Mass. A comprehensive assortment of tags, labels and bands will be shown by Dennison. A. A. Hally will be in charge, assisted by H. E. Gorton and W. F. Somerville.

59.—JOHN E. SMITH'S SONS CO., Buffalo, N. Y. The famous Buffalo line of packinghouse equipment will be represented by H. J. Horton, H. L. Hunn, R. H. Marks, W. F. Mueller, Walter J. Richter, sr., Walter J. Richter, jr., J. B. Sabeau, Baldwin Smith, L. F. Wiltshire and A. B. Chase.

60.—DIAMOND CRYSTAL SALT CO., INC., Saint Clair, Mich. Salt of the famous Diamond Crystal brand will be on display. P. T. Green will be in charge of the exhibit and will be assisted by C. C. Van Dyne, A. F. Jaumann, J. T. Conklin and L. M. Fitz Hugh.

61.—EXACT WEIGHT SCALE CO., Columbus, O. Pre-determined weight scales and other precision equipment will be shown at the Exact Weight booth. Visitors will be received by John Downer, Harry Baumgardner, A. M. Kupfer and W. A. Scheurer.

62.—FRENCH OIL MILL MACHINERY CO., Piqua, O. Drip rendered lard cookers, hydraulic presses and mechanical screw presses will be featured in this exhibit. Drip rendered lard will receive special attention. Joe C. Mellon will be on hand to greet his old friends.

62A-62B.—ALLBRIGHT-NELL CO., Chicago. ANCO machinery and equipment will be shown by movies and photographs; among the items depicted will be the firm's revolving smokehouse, depilator, casing cleaning equipment and pork cutting equipment. H. A. Scherer will be in charge of the exhibit and will be assisted by the entire sales force.

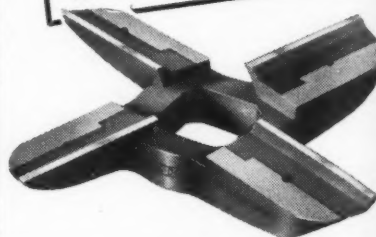
63.—GRIFFITH LABORATORIES, Chicago. A new selective scale for ham canning, the improved Prague pickle balance, a new electrically-operated stringing machine, various meat cuts dipped in Oriental dip and equipment for such dipping will be shown at the Griffith and Sealsie booths. The exhibit will be in charge of R. R. Dwyer and all of the firm's representatives will be present to greet and help visitors.

65.—THE GLOBE CO., Chicago. A new ice chipper, No. 200 sausage stuffer and No. 36 Roto-Cut machine will be shown at the booth. The Globe line of packinghouse equipment will be represented by Charles H. Dodge, Oscar Biederman, W. D. Moorhead, L. J. McQueen, W. C. Steffan, J. Lissner, H. McConnell, K. Tomlinson, J. P. Moorhead, F. J. Bilek, R. Ristow, Gene Abson and L. R. McQueen.

66.—V. D. ANDERSON CO., Cleveland, O. Featured products at the exhibit will be the company's crackling expeller in its three sizes—Red Lion, Duo and Super Duo models. J. C. Lundmark will be in charge and will be assisted by Dan Crane.

67-68.—UNITED CORK COM-

"THE OLD TIMER"
invites you to
BOOTH 23
(DRAKE HOTEL)
at the IAMP Convention



THE C-D KUTMORE KNIFE

Patented



TRADE MARK

SUPERIOR PLATES and KNIVES

Registered Trade Mark

cost less to use!

The C-D- SUPERIOR plates are made of special wear resisting steel alloy, guaranteed to outwear two plates of any other make. They can be had in any style or size desired, to fit any machine in existence. They are equipped with a patented lock nut reversible bushing guaranteed never to come loose. Our plates can be had in angle holes, straight holes, or tapered holes, from 1/16 inch holes to 2 1/2 inch round holes. Special plates made to order.

We can supply the C. D. O. K. style knives, the C. D. Cut More knives, and the B. & K. knives. All of these have changeable blades. The C. D. TRIUMPH knife with all four blades in one unit, and solid tool steel knives of all descriptions.

Write to us for full particulars.

**THE SPECIALTY
MFRS. SALES CO.**

Chas. W. Dieckmann

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New 1941 Bodies To Be Shown at Chicago

BE sure to visit the Robbins & Burke Refrigerator Body Display at the Convention and see how you can easily get rid of spoilage losses . . . how you can deliver your meats in better condition and better satisfy your customers . . . and how you can save hundreds of dollars every year on your delivery expenses.


With twenty-one years of pioneering in the improvement of refrigerator bodies, and a long period of working closely with successful meat packers who know how to make money by saving on expenses, we have accumulated a wealth of helpful information which we will gladly pass along to you to help you save money.

If you can not attend the convention write us today for an informative Meat Body Folder

Robbins & Burke, Inc., 35 Landsdowne St., Cambridge, Mass.

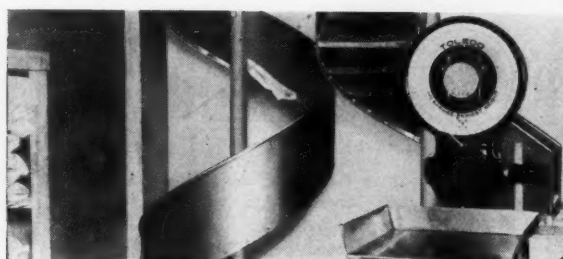


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ROBBINS & BURKE
BODIES
at the
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OCT. 18 - 22



• SAVE WITH DEPENDABLE ROBBINS & BURKE BODIES ON YOUR ROUTES •

FOR FAST, LOW-COST HANDLING METHODS . . . CHECK WITH A STANDARD CONVEYOR ENGINEER



There is a qualified, trained Standard Conveyor engineer near you—prepared to give service and expert counsel on cost-cutting conveyors and conveying methods. You'll find it pays to check with the Standard Conveyor Company—no matter how large or small your conveying job may be. Send for "Conveyors by Standard"—a valuable reference book sent to executives upon request. Write for your copy.

STANDARD CONVEYOR COMPANY
General Offices — North St. Paul, Minn.
Sales and Engineering Offices in Principal Cities

Standard Stainless Steel Spirals in New York meat packing plant reduce handling of product in ratio of 14 to 6—there are also refrigeration savings due to reduced door openings and a reduction in elevator operating time required to handle cuts.

An Iowa packer reports: "The conveyors have given us very satisfactory service and . . . are saving us a great amount of trucking expense."

Standard
CONVEYORS
"THE STANDARD OF VALUE"

Take full advantage of your Chicago trip next week and inspect first-hand the sensational new developments incorporated in the new **JOURDAN PROCESS COOKER**. The remarkable *exclusive* advantages that **JOURDAN** offers in sausage-cooking methods are worthy of *your* investigation.



CONVENTIONEERS:

WHEN IN CHICAGO TO ATTEND THE
IAMP CONVENTION, MAKE A POINT
TO INSPECT THE NEW JOURDAN
AT THE
JOURDAN PROCESS COOKER CO.

814-832 West 20th St., Chicago, Ill.

Mfr'd under following patent nos.: 1,690,449, Nov. 6, 1928; 1,921,231, Aug. 8, 1933. Other patents pending.

JOURDAN'S patented circulating, percolating cooking action produces a superior product at all times . . . offers substantial savings in shrink . . . operates at lower cost and requires less time than ordinary methods. *Full automatic control!* Address inquiries to Chicago office or to 3223 San Leandro St., Oakland, Calif.

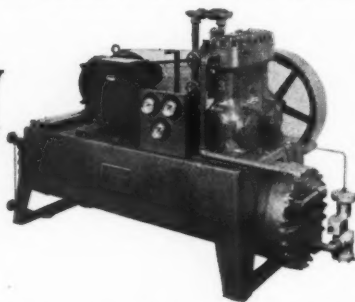
LOWEST OPERATING COST IN BAKER'S HISTORY

THE streamlining of **BAKER** Ammonia Compressors and Self-Contained Automatic Refrigerating Units is more than "skin-deep"—it applies to performance as well. That's why the new ammonia machines operate at the lowest cost per ton of refrigeration in **BAKER'S** history!



BAKER
ICE MACHINE CO., INC.

AUTHORITY ON MECHANICAL COOLING FOR 35 YEARS



More compact than ever before, these units include all the features that have made **BAKER** equipment famous for high quality the world over, plus several new ones. Get complete information regarding the unusual economy and efficiency of these new refrigerating units by writing direct to the factory.

1514 EVANS ST., OMAHA, NEBR.

SALES AND SERVICE IN ALL
PRINCIPAL CITIES

PANIES, Kearney, N. J. Various cork products, particularly insulating materials, will be shown. The exhibit will be staffed by E. J. Ward, E. C. Ward, G. E. Carll and T. H. Watts.

Churches

Baptist.—Second Baptist church, 1850 W. Jackson blvd. (300 south). Sunday services, 11 a.m. and 7:45 p.m.

Christian Science.—17th Church, 32 W. Randolph st. (150 north). Sunday services, 10:45 a.m. and 7:45 p.m.

Episcopal.—St. James Episcopal church, N. Wabash ave. and E. Huron st. (50 east and 700 north). Sunday services, 8 a.m. and 11 a.m. St. Chrysostom's Episcopal church, 1424 N. Dearborn st. (50 west). Sunday services, 8 a.m. and 11 a.m.

Interdenominational.—Sunday Evening Club, 216 S. Michigan ave., in Orchestra Hall (100 east). Sunday services 8 p.m. and early song service 7 p.m.

Jewish.—Chicago Loop Orthodox Synagogue, 16 So. Clark st. (100 west). Daily services 8 a.m., 1:05—4:45 and 6:05 p.m.; Saturday services, 8:00 a.m. 4 and 5:15 p.m., and Sunday services, 9:30 a.m. 4:45 and 5:00 p.m.

Lutheran.—Grace Lutheran (U.L.C.) Belden ave. and Geneva terrace (2300 north and 600 west). Sunday service, 11 a.m. St. Paul Ev. Lutheran, (Missouri Synod) 1301 N. La Salle st. (150 west). Sunday services, 9:45 (German) 11 a.m. and 8 p.m.

Methodist.—Methodist Temple, 33 N. Clark st. (100 west). Sunday services, 11 a.m. and 7 p.m.

Presbyterian.—Fourth Presbyterian church, 126 E. Chestnut st. (850 north). Sunday services, 11 a.m. 4 and 8 p.m.

Roman Catholic.—Holy Name Cathedral, 730 N. Wabash ave. (50 east). Masses: Sun. 5-6-7-8-9-10-11 & 12 a.m. St. Mary's church, 911 So. Wabash ave. (50 east). Masses: Sun. 3 a.m. and 5-6-7-8-9-10-11 & 12 a.m.

Observation Towers

Four principal observation towers afford a striking panorama of the city by day or night. Admission to each tower is 25c per person. Their locations are as follows:

Board of Trade bldg.—Tallest observatory in Chicago (525 ft. above street). Open daily 10 a. m. to 9 p. m. Observatory glassed in.

Chicago Towers club.—At 505 N. Michigan ave. Open until November 1, 10 a. m. to 10 p. m.

Tribune Tower.—Open daily, 9 a. m. to 5 p. m. Located at 435 N. Michigan ave.

Wrigley bldg.—Open daily except Sundays and holidays, 9 a. m. to 5 p. m. closing at noon on Saturdays. Glassed in and heated.

Consider Worker as Individual—H. H. Swift

INDUSTRY "should try to direct its thinking to the idea of handling all of its employees as individuals rather than as 'labor,' 'gangs,' or any other arbitrary division implying class consciousness," declared Harold H. Swift, vice chairman of the board of directors of Swift & Company and director of industrial relations for the company, in an address on October 7 before the Boston Conference on Distribution.



H. H. SWIFT

Speaking on "The Human Factor in Production and Distribution," Mr. Swift stated that a new conception of industrial relations arises when a company considers its workers as individuals instead of groups. He listed typical rights and privileges of employees as follows:

Fair and properly conducted employment interviews; proper placement methods; reasonable disciplinary relations and practices; proper wages and hours; satisfactory safety and comfort facilities, and "a newly emphasized right which has been recognized in varying degrees: The right of collective bargaining."

Group Pressures Drop

"In the world situation now before us," he said, "we are meeting dislocations in our economic machine; group pressures are developing. It will be only natural if labor on the one hand, and capital on the other, try to recoup some of the losses suffered during ten years of depression. . . . It is natural for human beings to press for advantage when the opportunity presents but let us remember distinctions as to loyalty cannot be drawn at economic levels."

The most important new thought in industrial relations, according to the speaker, is "the recognition that emotional thinking is the chief motivating force of a great number—perhaps the majority—of people at all levels of responsibility—executives, other office employees, sales force, manual workers."

"We make the mistake of expecting people to be logical in their thinking and acting. Actually, we should know that very many people more often respond to emotional force. We must develop techniques that will disclose these situations and also assist us to understand, treat, and treat with, emotional thinking of employees if we are to do a first-class job."

The worker's pay check, declared Mr. Swift, is not his chief interest, as was formerly believed. The employee's primary interests were listed by the



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BOOTH 65
AT THE
IAMP CONVENTION

The Globe Company extends to you a most cordial invitation to visit their booth, headquarters and plant while in Chicago to attend the 35th Annual Meat Packers Convention.

THE GLOBE  COMPANY
Manufacturers of Packing House and Factory Equipment

4040 S. PRINCETON AVE., CHICAGO, ILLINOIS

*Serving the
MEAT INDUSTRY*

WELCOME, CONVENTIONEERS!

to

BOOTH 30

While attending the 35th Annual Convention of American Meat Packers at the Drake Hotel, don't fail to see the GREAT LAKES DEMONSTRATION of MODERN MEAT BRANDING in Booth 30.

Expert advice on all
branding problems...
no obligation!



Above: Great Lakes Branding provides an attractively labeled "package." Concave die is used for products stuffed in sewed hog bungs.

GREAT LAKES STAMP & MFG. CO., INC.
2500 IRVING PARK BLVD., CHICAGO, ILLINOIS

speaker in the following order:

1.—To be considered as an individual.
2.—To feel that he has a dignified and secure part in a worthwhile enterprise.

3.—An opportunity to think and at all times to express himself about things that are going on about him, and to do so without creating resentment.

4.—A good pay check. "The going wage—not feeling that he is working for less than he is worth—nor less than his fellow men in equivalent work and of the same ability."

5.—The privilege of being let alone to live his own life.

"Through all the jolts and dislocations of present preparedness, and possible war," concluded Mr. Swift, "the personnel problem in our plants and factories may be the biggest problem. If this emergency trains us to think of people in bulk—as whole nations, as classes, as armies of marching men, as gangs of any size whatever—then it will be the blackest experience through which America has ever passed."

THANKSGIVING DATES VARY

Thirty-one states will celebrate Thanksgiving day on November 21, the date to be designated by President Roosevelt, according to a poll of governors made by the Association of National Advertisers, New York. Sixteen states will stick to the traditional

November 28 and one state—Wisconsin—is still in doubt.

The governors of the following states have indicated that they will proclaim Thanksgiving day November 21: Alabama, Arizona, California, Colorado, Delaware, Georgia, Idaho, Illinois, Indiana, Louisiana, Maryland, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, New Jersey, New Mexico, New York, North Dakota, Ohio, Oregon, South Carolina, Texas, Utah, Virginia, Washington, Wyoming, and probably Kentucky and West Virginia.

States whose governors will proclaim November 28 as Thanksgiving include Arkansas, Connecticut, Florida, Iowa, Kansas, Massachusetts, Nevada, New Hampshire, North Carolina, Oklahoma, Pennsylvania, Rhode Island, South Dakota, Tennessee, Vermont and probably Maine.

FINANCIAL NOTES

Rath Packing Co. has declared an extra dividend of 50c a share on the common stock, payable October 28 to all stockholders of record on October 18.

William B. Traynor, vice president and treasurer of Swift & Company, has announced that the company is arranging to call for payment on November 15, 1940, \$10,000,000 of its outstanding \$36,000,000 first mortgage 3% per cent bonds, due on May 15, 1950. The bonds will be retired 2 per cent over par.

PACKER AND FOOD STOCKS

Price ranges and total sales of listed stocks during the week ended October 9:

	Week ended Oct. 9				Oct. 2 Close
	Sales	High	Low	Close	
Amal. Leather.	100	1%	1%	1%	1%
Do. Pfd.	200	13%	13%	13%	13
Amer. H. & L.	4,400	4%	4%	4%	4%
Do. Pfd.	600	30%	30%	30%	27%
Amer. Stores.	2,100	12½	12½	12½	12½
Armour Ill.	6,200	4%	4%	4%	4%
Do. Pr. Pfd.	700	44	44	44	45½
Do. Pfd. ....	.....	.....	.....	.....	64%
Do. Del. Pfd.	100	106	106	106	106
Beechnut Pack.	400	118½	116%	116%	113½
Bohack, H. C.	200	2	2	2	2½
Do. Pfd.	300	19½	19	19	19½
Chick. Co. Oil.	200	11	11	11	11
Childs Co.	600	2½	2½	2½	2½
Cudahy Pack.	300	10½	10½	10½	11½
Do. Pfd.	20	62	62	62	65
First Nat. Strs.	300	44	43%	44	44
Gen. Foods	5,300	41%	41	41%	41%
Do. Pfd.	200	114½	114½	114½	115
Glidden Co.	1,600	14½	14½	14½	15½
Do. Pfd.	300	40	40	40	41%
Gobel Co.	500	2½	2½	2½	2½
Gr. A & P.	325	99	99	99	99½
Do. New	50	128	128	128	128
Hormel, G. A.	100	31	31	31	31
Hygrade Food	100	1%	1%	1%	1%
Kroger G. & B.	5,100	31%	31½	31%	32
Libby McNeill	650	6%	6%	6%	6%
Mickelberry Co.	600	4%	4%	4%	4%
M. & H. Pfd.	330	7½	7½	7½	7½
Morrell & Co.	.....	.....	.....	.....	35
Nat. Tea	500	5	5	5	5½
Proc. & Gamb.	2,400	63½	63½	63½	64
Do. Pfd.	100	117½	117½	117½	116
Rath Pack.	.....	.....	.....	.....	39½
Safeway Strs.	1,700	42	42	42	42½
Do. 5% Pfd.	470	106½	106½	106½	106½
Stahl Meyer	.....	.....	.....	.....	1½
Swift & Co.	8,750	20½	19½	20½	19½
Do. Int'l.	1,625	17½	17½	17½	17½
Truist Pork	.....	.....	.....	.....	8½
U. S. Leather.	400	4½	4½	4½	4½
Do. A	600	7½	7½	7½	8
Do. Pr. Pfd.	.....	.....	.....	.....	63½
United Stk. Yds.	700	1%	1%	1%	1%
Do. Pfd.	800	6	6	6	6½
Wesson Oil	600	17	17	17	17½
Do. Pfd. ....	.....	.....	.....	.....	80
Wilson & Co.	3,300	4½	4½	4½	4½
Do. Pfd.	600	59	59	59	60

WELCOME

TO OUR MANY FRIENDS

*Visitors to Chicago and
the 35th Annual
Convention of I.A.M.P.*

Here is our one chance a year for most of us to renew old acquaintances. Fred C. Cahn will be there. If our paths should become twisted in the crowd and not chance to cross, ring STATE 1637 and leave a message with Miss Green.

Fred C. Cahn
222 W. ADAMS ST., CHICAGO, ILLINOIS
Selling Agent: THE ADLER COMPANY, CINCINNATI



SOLVAY NITRITE OF SODA

SOLVAY SALES CORPORATION

Alkalies and Chemical Products Manufactured by The Solvay Process Company

40 RECTOR STREET NEW YORK, N. Y.

BRANCH SALES OFFICES:

Boston • Charlotte • Chicago • Cincinnati • Cleveland • Detroit
New Orleans • New York • Philadelphia • Pittsburgh • St. Louis • Syracuse

PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

THE GRIFFITH LABORATORIES



We advise the use of Prague Powder and Prague Powder Pickle for the "short-time cure." Prague Powder Pickle penetrates to the bone and into the bone and creates a lively, mild, natural ham taste.

New Factory at Newark



37-47 Empire St., Newark, New Jersey

Canadian Office and Factory



1 Industrial St., Leaside, Toronto 12, Ontario, Canada

Mr. Packer: You have found that most of your friends are using PRAGUE POWDER as their curing salt. You have found them following the Griffith methods and the "Short-Time Cure." You have found the artery pumping methods are making strong headway. You are convinced that "Prague Powder Cure," using Prague Powder pickle for pumping, is extending its way into every ham curing establishment. If you do not use Prague Powder for your "TENDER SMOKED HAM CURE" you are making a mistake in our opinion.

Prague Powder is fast taking the place of raw nitrite and raw nitrate, or a mechanical mixture of these two. Prague Powder is a pre-prepared dried pickle. The action as a cure is rapid, mild and mellow. We tell you it is better for all cures.

It does not pay to side-step an issue. If a "Tender, Ready-to-Eat Ham" or a "Tender Smoked Ham" finds a better market at a better price, we say it would be better for every packer to choose the "Prague Powder Cure" for flavor and make a better "Tender Smoked Ham" and better "Ready-to-Eat Ham."

Every hog that goes across your wheel should show a profit at the end of your sales sheet. It requires good judgment and careful operators to keep this sheet out of the red—many times you are forced to cut corners. We say "produce only the best ham possible." Give it the most pleasing natural ham flavor. Make the style right and your production line will run at top speed.

Our Prague Powder Cure leads the way. Most packers now use our artery pumping method, our Prague Powder Pickle for Pumping and our Dry Rubbing Mixture (on page 16, Prague booklet). We are proud of the Prague cures. Every packer likes PRAGUE POWDER. Every packer approves of PRAGUE POWDER.

The Griffith Laboratories have a group of well trained men who know the packers' problems. It is no burden for us to help carry your load. If a research problem confronts you, ask for help.

We serve you from Chicago, Newark and Toronto, Canada.

We have taken a long forward look.

We believe in America's future.

We have built large establishments to make possible better service to you.

Come with us and grow. We can guide you.

Stand by America. Build America.



THE GRIFFITH LABORATORIES

1415-1431 West 37th St.

Chicago, Illinois

Eastern Factory: 35 Eighth St., Passaic, New Jersey

Canadian Factory and Offices: 1 Industrial St., Leaside, Toronto 12, Ontario

CONVENTION SPOTLIGHTS SAFETY

Economic as well as humane considerations should prompt careful handling of livestock on the farm, in transit, and at the markets, H. R. Smith, general manager of the National Live Stock Loss Prevention Board, told members of the meat packing, tanning and leather industries section of the National Safety Congress as they met in convention at the Stevens hotel, Chicago, this week.

Mr. Smith explained why the board was formed and the nature of its work. During 1935, he said, the loss on animals dead and crippled on arrival at market was approximately \$3,000,000, while that from bruising totaled another \$9,000,000. This waste, he stated, probably can be reduced by at least half or two-thirds eventually.

Eber S. Lusk, director of personnel for Peter Eckrich & Sons, Inc., Kalamazoo, Mich., spoke before the commercial vehicle section on "The Responsibility for Safety." Discussing proper handling of electric power trucks in industrial plants, C. E. Wooliever, assistant personnel director of Buick Motor division, General Motors Corp., stated that his company required operators of such trucks to stop them 6 to 10 ft. from elevator safety gates, as a precautionary measure, when necessary to wait for an elevator.

Driver inattention, declared T. L. Preble, Tide Water Associated Oil Co.,

accounts for numerous motor truck accidents on the highway. Mr. Preble cited as proof the excellent accident record of the trucks operated by the petroleum industry. "We know that with those drivers, inattention is present to a very negligible degree, if at all," he emphasized, "because of the dangerous load carried." He advocated driver-training procedures among truck fleets for promotion of safety and good will.

PRIVATE TRUCK REGULATION

The Interstate Commerce Commission has modified its safe operation rules for private motor carriers so as to exempt drivers from such requirements as the keeping of a log for transportation within a municipality or neighboring municipalities. The commission modified its rules so as to provide that parts 1, 2, 3 and 6 of the motor carrier safety regulations would not apply to vehicles of private carriers and the drivers while such trucks were used in transporting products wholly within what is usually referred to as a commercial zone.

The order was also modified so as to make rules 1.31 and 3.4 effective October 15, instead of January 15, inasmuch as the last mentioned date was long since passed. The commission amended Rule 5 (a) of part 5 of the regulations so as not to require drivers of work trucks to maintain logs.

Wage-Hour Hearing on Record-Keeping Rules

Acting on the request of spokesmen for large industrial concerns for further revision of the record-keeping regulations under the Fair Labor Standards Act, the wage and hour division has announced a public hearing on this subject for October 17, in the Labor bldg., Washington, D. C.

Representatives of large employers who already have complete records regarding the hours of work and pay of their employees, kept for other purposes, have complained to the wage and hour division that the present record-keeping regulations compel the keeping of certain additional records which are burdensome. They have suggested that the requirements could be simplified without sacrificing the protection such records give the employees involved.

Anyone desiring to appear or file a statement may do so. Notice of intention to appear must reach the Administrator prior to 4:30 p. m., October 16. Written statements must be received prior to 4:30 p. m., October 17, the date of the hearing.

PRESERVE THIS MAGAZINE

You will find this issue of great value in getting the most out of the Institute Convention. Bring it along with you for reference.

Oppenheimer Casing Co.

Importers **SAUSAGE CASINGS** *Exporters*
CHICAGO, U. S. A.

New York, London, Sydney, Toronto, Wellington, Buenos Aires, Tientsin, Zurich

OLD PLANTATION SEASONINGS

Its Flavor Sells Sausage

BLENDED TO FIT YOUR PRODUCT—NATIONALLY USED
IN LEADING SAUSAGE PLANTS—SAMPLES ON REQUEST

Exclusive MANUFACTURERS

A. C. LEGG PACKING CO., Inc., BIRMINGHAM, ALA.

TEST FOR FRESHNESS!

IT'S NOT SCIENTIFIC BUT IT TELLS HER WHAT SHE WANTS TO KNOW!

You need never fear this simple kitchen-test when your product is safeguarded in West Carrollton Vegetable Parchment. This tough, thrifty wrapper defies moisture, grease, odors and impurities. It seals in the flavor that keeps the housewife sold and satisfied.



For all moist foods—for bottle tops and milk can gaskets—use West Carrollton Genuine Vegetable Parchment. Write for samples and further facts.

**West Carrollton
GENUINE VEGETABLE
Parchment**

ODORLESS! GREASE-PROOF! INSOLUBLE!

WEST CARROLLTON PARCHMENT CO.

WEST CARROLLTON, OHIO

PUT YOUR PRODUCT IN A GENUINE VEGETABLE PARCHMENT IN WHICH YOU CAN PUT YOUR FAITH

**CHEESE • LUNCHEON MEAT
HAMBURGER • SAUSAGE MEAT
FROZEN FOOD • LIVER-STIX**

... are among the many food products now packaged more economically and attractively in ZIPP Casings. Let us show you how to have a faster selling, more profitable product... or how to develop new specialties with



BOOTH 38

GOLD COAST ROOM, DRAKE HOTEL
I. A. M. P. CONVENTION, CHICAGO

IDENTIFICATION, INC.

James H. Wells, President
4541 N. Ravenswood Ave. Chicago, Illinois



WE CORDIALLY INVITE YOU TO VISIT AND SAMPLE DELICACIES MADE WITH MAYER'S CURING MATERIALS AND SPECIAL SEASONING

**BOOTHS 6 & 7
FRENCH ROOM**

I. A. M. P. CONVENTION
DRAKE HOTEL, OCT. 18-22

"The Man Who Knows"



"The Man You Know"

H. J. MAYER & SONS CO.

4819-27 SOUTH ASHLAND AVENUE • CHICAGO, ILLINOIS
Canadian Sales Office: 159 Bay Street, Toronto Canadian Plant: Windsor, Ontario

Up and down the MEAT TRAIL

Packers Hold High Posts in Manufacturers' Group

Meat packers are actively represented in the leadership of the National Association of Manufacturers, whose current activities have assumed increased importance through its contributions to the national defense program. **George A. Eastwood**, president, Armour and Company, and **John Holmes**, president, Swift & Company, are members of the association's board of directors.

Among those serving on association standing committees are: **W. W. Shoemaker**, vice president, Armour and Company; **F. E. Wernke**, president, Louisville Provision Co., Louisville, Ky.; **T. Henry Foster**, president, John Morrell & Co.; **Thomas E. Wilson**, chairman, Wilson & Co.; **A. D. White**, public relations director, Swift & Company; and **Thomas Creigh**, general attorney, Cudahy Packing Co.



T. H. FOSTER



H. H. MEYER

Krey, vice president, Krey Packing Co., located in St. Louis, Missouri.

New \$430,000 Plant Opened at Los Angeles by Safeway

A new \$430,000 meat aging and fresh meat cutting plant was opened by Safeway Stores, Inc., at 4510 S. Alameda st., Los Angeles, on October 5. The new unit replaces one built in 1936, which has been outgrown. Covering two acres, it is more than three times as large as its predecessor. Construction is of steel and concrete.

There are 829,500 cu. ft. of refrigerated space in the new plant, with temperature and humidity controlled automatically. The beef aging is the largest of three departments. The plant is used for breaking up beef quarters and other meats into convenient bulk cuts for distribution to the retail markets operated

in Los Angeles by Safeway Stores.

The production department is equipped with two grinders with a capacity of 8,000 lbs. per hour. These are used in making ground beef and pork sausage.

Walter Balsom is manager of the new plant, which employs 150 workers and serves the meat requirements of Safeway stores in Los Angeles, San Luis Obispo, Santa Barbara, San Bernardino, Ventura, Kern, Orange, Riverside and Inyo counties.

Harry Feil Retires; "Father" of Premium Hams and Bacon

Harry W. Feil, through whose efforts Swift's Premium hams and sliced bacon found their way to many a discriminating housewife's table, retired from active service with Swift & Company on October 1, after 42 years of valuable service with the company.

A native of Chicago, Mr. Feil entered the employ of Swift in 1898, working in the killing and cutting departments, the sweet pickle cellars and smokehouse. Later transferred to the superintendent's office, he worked in sausage, butterine, beef and pork, going to the curing department in 1907. After traveling for a number of years, Mr. Feil went to the branch house provisions department.

In June, 1913, Premium ham and bacon, formerly lumped with other ham and bacon, were placed in his exclusive charge. To the task of building Premium ham to its present high position and educating salesmen, dealers and consumers to the advantages of sliced bacon, Mr. Feil brought tremendous energy and a keen sense of merchandising.

In addition to production, sales and packaging, he played an important part in the advertising of Premium hams and bacon for many years.

"Mike" Brennan Elected to Chicago Board of Trade

Michael J. Brennan, secretary and treasurer of Columbia Warehouse Co., Chicago, for the past ten years, was elected to membership on the Chicago Board of Trade on Tuesday, October 8. "Mike," as he is known, has a wide acquaintance throughout the provision trade, having been superintendent for Wm. Davies Co., Inc., for many years before assuming his present position, and is a popular figure at all gatherings of the local packing-house clan and provision brokers.



M. J. BRENNAN

Large Utah Plant Advances Seven Under Merit System

With the retirement of **F. A. Wolf** as superintendent of American Packing & Provision Co., Ogden, Utah, seven men have been advanced to new positions with the large Utah meat concern, according to an announcement by **J. H. DeVine**, president, and **J. M. DeVine**, vice president and general manager.

Mr. Wolf, a veteran of 50 years of service in the meat packing industry, joined the Ogden company 28 years ago, coming from the Armour and Company plant in Omaha. In token of his long industry record, the company is sponsoring his trip to the Institute convention at Chicago next week, where he will receive the 50-year gold service award. He is being succeeded as superintendent by **Don McFarland**, formerly Mr. Wolf's

STREAMLINED PUBLICITY

George W. Cook, general manager, Emmart Packing Co., Louisville, Ky., admiring the speedy "soapbox" racer built by **George Bennett** and sponsored by the Emmart company in a Louisville soapbox derby. George finished fourth. It was the second year he had been sponsored by the company, which cooperated in staging the event.



assistant, who has been with American 12 years.

Clyde Huss, formerly sales representative in the Nevada territory, has been advanced to assistant sales manager under Ernie W. Fallentine, plant manager and supervisor of sales. Albert Sharp is the new chief sales clerk. W. B. Pifer, manager of the Reno, Nev., branch, has been named manager of the Salt Lake City branch, and has been succeeded by Blaine Darney at Reno.

During the past three years, the company has used a policy of giving employees an opportunity to advance through the merit system, officials stated, and will continue to do so as long as capable material develops.

Predicts Hard Winter

The nation had better get ready for a long, hard winter, with temperatures severely low clear down into the South.

This is the prediction of E. B. Tustin, jr., advertising manager of the Worcester Salt Co., who is an energetic amateur weather observer. Mr. Tustin grounds his weather predictions on the theory that the general pattern of weather phenomena repeats itself every 23 years. He reports that the theory has been correct 80 to 90 per cent of the time in recent years.

Basing his forecast on the records of 1917-1918, Mr. Tustin expects November to start out with a few cold days, followed by three weeks of settled dry warm weather over most northern and middle districts and about normal temperatures in the South. The month, he predicts, will average colder than normal in the East, but warmer west of Lake Michigan.

For December, he forecasts a marked cold wave about the end of the first week, continuing until the end of the month, with snowfall heavy nearly everywhere east of the Rockies. January: "Steady and severe cold everywhere, persisting right through the month; notably cold in Florida and the Gulf states. Temperatures east of the Rockies the lowest in 20 years. Snowfall unusually heavy, except for deficiencies in Michigan and Texas."

February: "Following a week of intense cold, the temperature turns up, ending one of the severest and most prolonged cold periods on record. Not much precipitation during the month."

Packers Serve Public

Harold H. Swift, vice chairman of the board of Swift & Company, Chicago, who is chairman of the sponsors' division of the 1940 Community Fund campaign, recently announced the names of 250 industrial, business, social and professional leaders who will act as sponsors in organizing the drive.

Down on the Gulf, Severin L. Frey, general manager of L. A. Frey & Sons, New Orleans meat packing firm, has just been honored by Gov. Sam H. Jones with an important appointment on the Orleans parish levee board.

Personalities and Events Of the Week

Visitors to New York during the past week included Frank K. Foss, James D. Cooney, and J. A. Hafner, vice presidents, and A. K. Gembick, legal department, Wilson & Co., Chicago.

Other New York visitors last week were P. C. Smith, vice president; H. C. Stanton, soap department, and A. L. Jewell, operating department, Swift & Company, Chicago.

Alfred S. Moss, formerly director of advertising and sales promotion for Hygrade Food Products Corp., New York City, is now eastern advertising manager for the magazine *Congratulations*.

Jay C. Hormel, president, Geo. A. Hormel & Co., Austin, Minn., is chairman of a state committee of the American Legion which is attempting to inform the 39,000 employers in Minnesota who pay unemployment compensation taxes how they may reach the low rate by stabilizing employment on a year-round basis.

The Meyer Sausage Co., Ironwood, Mich., in order to meet federal inspection requirements, is undergoing an extensive remodeling program embracing enlargement of coolers, construction of a concrete loading dock, installation of an inspectors' room and other features. Changes are expected to be completed in about six weeks.

Roland Stanton, sales manager, Stahl-Meyer, Inc., Brooklyn, N. Y., is receiving the congratulations of his associates and friends upon the arrival of a daughter.

Robert W. Earley, New York packing-house broker, is looking forward to renewing old acquaintances while attending the thirty-fifth annual convention of the Institute of American Meat Packers.

The value of meat in building up the physical strength of the nation's youth was recently lauded by John B. Kelly at a meeting of Institute of American Meat Packers members in Philadelphia. Mr. Kelly heads a commission appointed by President Roosevelt to supervise improvement of the health of the country's youth.

Swift & Company is accepting bids for a 5-story addition to the company's facilities at Cleveland, O.

John Morrell & Co., producer of Red Heart dog food, has returned to the air with its popular network radio program, "Chats About Dogs." The program features Bob Becker, newspaper editor and dog authority, and guest speakers.

Business and civic leaders of St. Joseph, Mo., recently assembled at the local plant of Swift & Company as guests of Walter S. Parker, plant manager, to lay plans for a broad program of trade stimulation. Emphasis is to be directed toward development of the city's present industries.

Plans are being made for establish-

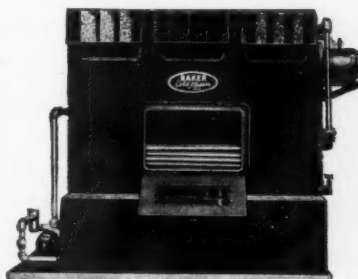
SPECIALIZED

refrigeration FOR PACKING PLANTS

TO serve a few carefully selected fields best has long been a dominant policy of the BAKER organization. That's why BAKER specializes in refrigeration for packing plants and a limited number of other industries in which high quality, plus low operating cost, are particularly important. Secure these profit-building factors for your plant by installing BAKER'S Specialized Refrigeration equipment.

BAKER ICE MACHINE COMPANY, Inc.
1514 Evans Street, Omaha, Nebraska
Sales and Service in All Principal Cities

BAKER
AUTHORITY ON MECHANICAL
COOLING FOR 35 YEARS



ment of a meat packing plant at Grand Island, Neb., under the firm name of the Crown Co., to be operated under the direction of L. E. Ray. Initial capacity is expected to be about eight head of cattle and 50 hogs per hour. The three-story building in which the plant is to be housed has a total floor area of 26,900 sq. ft. The company plans to operate exclusively as a wholesale concern, using trucks to cover the city and an area within a 100-mile radius.

W. N. Lissfelt, president, Denholm Packing Co., Pittsburgh, Pa., recently purchased a 216-acre farm having a mile of trout stream on the historic site of Fort Hill, Somerset county, Pa., where he intends to build a summer home. Fort Hill, located on Negro mountain in the highest section of the state, is in the territory of the French and Indian war, Fort Necessity and Braddock's grave.

The many friends of Geo. H. Elliott, popular Chicago hide broker, and R. C. Elliott of Elliott Wool Pullery, Salt Lake City, Utah, will regret to learn of the death of their father, Robert R. Elliott, who passed away at Kansas City on October 9 at the age of 83. The funeral was held at 2 p.m. Saturday, October 12, from Hebblethwaite chapel, 1567 Maple ave., Evanston, Ill., with interment at Memorial Park cemetery in Evanston.

J. A. Becker, secretary of Armour Fertilizer Works, Atlanta, Ga., has been spending his vacation visiting his former

home, Chicago, and is driving back this weekend via New Orleans.

T. P. Gibbons, Cudahy Packing Co. hide sales department, returned to work this week after spending his vacation period polishing up his golf game.

W. F. Gohlke, vice president and general manager, Walker's Austex Chile Co., Austin, Tex., passed through Chicago this week en route to Washington, D. C., dropping in for a brief visit at THE NATIONAL PROVISIONER offices.

M. T. Zarotschenzeff, pioneer in the development of quick-freezing equipment, recently traced the history of quick freezing and explained the physical principles involved before approximately 400 patent examiners and other technical men from various federal government departments in Washington, D. C.

Clinton E. Kafka, for years with the National Tea Co., Chicago, as production manager and manager of the sausage manufacturing department, has resigned from that organization, and has at present under consideration offers for new connections.

Arthur Luft of Oppenheimer Casing Co., N. Y., visited W. M. Yeager, general manager of the Henry Lohrey Co., Pittsburgh, Pa., while en route to the Chicago convention.

Vic Ekdahl, sales manager of Swift & Company, Los Angeles, was the principal speaker at a recent meeting of the Los Angeles Junior Advertising club.

SOUTHEASTERN LIVESTOCK

Combined receipts of livestock, as reported by the Agricultural Marketing Service, at seven southern packing plants, for week ended October 5:

	Cattle	Calves	Hogs
Week ended Oct. 5.....	2,443	1,349	6,650
Previous week.....	2,408	903	7,027
Same period 1939.....	2,501	1,111	6,059

Southeastern area slaughter hogs, bulk quotations, soft hog basis, Oct. 8:

Hogs, medium to choice:	
240 lbs. and over.....	\$5.75@6.00
180-240 lbs.	6.00@6.25
150-180 lbs.	5.75@6.00
130-150 lbs.	5.25@5.50

Sows, medium and good:	
240 lbs. and over.....	4.75@5.00
180-240 lbs.	5.00@5.25
150-180 lbs.	4.75@5.00

CANADIAN STOCKER TRADE

MONTREAL.—One of the outstanding features of the Canadian livestock trade this year has been the strong demand for stockers and feeder cattle. Prices of such cattle have kept remarkably close to prices being paid for slaughter stock. Purchases at stock yards for return to the country for further feeding so far this year accounted for almost 100,000 head, an increase of 30,000 over the corresponding period last year, according to the Marketing Service, Dominion Department of Agriculture. There has also been a much heavier movement of calves back to country points.

SPECIAL X

SOY FLOUR IS THE IDEAL BINDER

Sales condition your Sausage, Meat Loaves and Loaf Specialties with SPECIAL X... they are more appealing, better tasting and more nourishing! The improved slicing qualities will convince you that SPECIAL X is the only binder for your product. Send for your free trial sample today!

SPENCER KELLOGG & SONS, INC.
SOYA PRODUCTS DIVISION • DECATUR, ILLINOIS



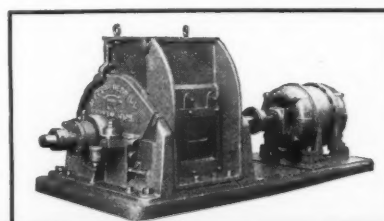
for CRACKLINGS, BONES, DRIED BLOOD TANKAGE and OTHER BY-PRODUCTS

Grind cracklings, tankage, bones, etc., to desired fineness in one operation. Cut grinding costs, insure more uniform grinding, reduce power consumption and maintenance expense. Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 lbs. hourly. Write for catalog No. 302.

"Builders of Dependable Machinery Since 1834"

Stedman's FOUNDRY & MACHINE WORKS
504 INDIANA AVE., AURORA, INDIANA, U. S. A.

1854



1940

M & M HOG Reduces Cooking Time!

Uniformly ground fats, bones, carcasses and viscera readily yield their fat and moisture content. Reduced cooking time saves steam, power and labor. Write!

• **MITTS & MERRILL** •
1001-51 S. WATER STREET, SAGINAW, MICH.

Now at New Low Prices!

WRITE TODAY FOR NEW PRICE LIST



THE CLEVELAND COTTON PRODUCTS CO.
CLEVELAND, OHIO

TONER-UPPERS

BY MAC
(THE MEAT MAN)



MAPLEINE BOOSTS SALES— TRY IT IN YOUR FORMULAS

Many manufacturers have found Mapleine improves the flavor and sales of their pork specialties. There's only one way to find out what it will do for yours—that's to try it. Let us send you a try-out bottle of Mapleine and tested formulas. They're free.

BRINGS OUT FLAVOR. Mapleine improves ham, bacon, pork products of all kinds by accenting the flavor of the meat. In sausages and loaves, it blends with spices perfectly.

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Best & Donovan
Chicago Rep.



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CANNED MEAT REPRESENTATIVE available for New England or Midwest connection. Aggressive, responsible, thorough knowledge of canned meats backed by ten years' experience merchandising through all types outlets New England and Midwest states. Also car route experience. Box W-30, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

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Young man, 25 to 30 years old, active, good education, accurate at figures, with ambition to take on other work; experience around Packing Industry essential. Box W-35, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

ALL-AROUND PRACTICAL MAN for beef and hog killing. Must be very capable cattle skinner. Apply Mr. Greenhouse, Hotel Drake, Chicago, between October 18-20 or write William Greenhouse, 245 Walton St., Syracuse, New York. Have an unusually attractive proposition for qualifying man.

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For Sale: Old Established Business Located in Vancouver, Wash., 39 miles from the Bonneville Dam on the Columbia River—2 miles from Portland Stockyards. New, fully equipped slaughter house. Capacity, 30 cattle—50 hogs daily. Large beef cooler; chill room; sweet pickle cooler, and sharp room. Ample water supply, excellent sewage disposal. Two complete retail markets, fully equipped sausage kitchen, smokehouses, sweet pickle rooms, 3 coolers, all units fully tracked. Five trucks. Fully equipped, concrete floored feeding pens for 100 cattle. Also 10 acres land, caretaker's 4-room house. All departments in full operation. Gross annual business—\$250,000. Will fully amortize at present business in 4 years. Reason for selling—retirement. Will sell part or all. Box W-41, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

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This space offers you an opportunity to present your story to the Meat Packing Industry—you may want to dispose of your plant or you may want to make connections with a new partner for investment purposes; in any case you may do this quickly and cheaply here. THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

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Meat Packing Equipment Offerings

- 10—Aluminum St. Jack. Kettles, 40, 60, 80, 100 gal.
- 1—Meakin horis. continuous Crackling Press, with tempering apparatus, 30 h.p. Motor, 800 to 1000 lb. cap. per hour
- 5—9" x 19" Revolving Digesters or Perculators.
- 4000 Ft. Drag, Scraper and Screw Conveyor.
- 10—Bartlett & Snow vertical Tankage Dryers
- 25—Dopp Kettles, all sizes
- 10—Hammer Mills, Crushers, Grinders, Pulverizers
- 4—Ice Breakers and Crushers
- 2—Brecht 200 lb. Stuffers, without tubes.
- 1—Brecht Enterprise No. 156 Meat Grinder.
- 1—Brecht 1000-lb. Meat Mixer.
- 1—Brecht 18" Filter Press
- 1—Hand Operated Fat Cutter

Ask for "Consolidated News" listing our large stock. Send us your inquiries—we desire to serve you. What have you for sale? We buy from a single item to a complete plant.

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The Bunn Tying Machine

is used very generally by packers for tying sausage boxes, bacon squares, picnics, butts, etc. Ties 20-30 packages per minute. Saves twine. Write for our 10-day free trial offer. B. H. Bunn Co., 7609 Vincennes Ave., Chicago, Ill.

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LARD PRESS—One belt-driven Lard Press, 5'4" high, 5' wide, 38" curb. This Lard Press is made by Mt. Gilead, Ohio Press Mfg. Co., and has 5 plates, hydraulic gauge and valves. Price, \$375 f.o.b., Wilmington. Will ship on approval, six months to pay. Wilmington Provision Co., Wilmington, Delaware.

Equipment Wanted

Packing Equipment Wanted

Wanted for user 2—50 and 100 lb. Silent Cutters 2—50 and 100 lb. Stuffers: 2—100 and 200 lb. Mixers: 3—Grinders; Filter Press. Lard Cooling Roll. No dealers. W-718, THE NATIONAL PROVISIONER, 800 Madison Ave., New York City.

WANTED: 1 HASHER WASHING machine. State price and capacity. W-40, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

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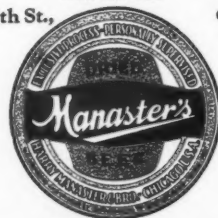
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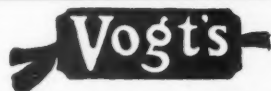
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Hams - Bacon
Dried Beef



HYGRADE'S

Original West
Virginia Cured Ham
Ready to Serve

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Frankfurters in
Natural Casings

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Beef - Veal
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SELL**

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Connections
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Superior Packing Co.

Price Quality Service

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**DRESSED BEEF
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ST. LOUIS

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Not so long ago the open cracker barrel yawned invitingly. Kerosene lamps smokily lit dirt-catching corners. Defenseless exposed foods surrendered to the assault of germ laden winged and crawling things. That era is happily past. Today, pure, clean foods and protective packaging is a "must" in the life of every branch of the food industry. To the old time "storekeeper," amazing indeed would be the fact that during one year a single paper mill should supply sufficient lard liners to protect over 300,000,000 pounds of shortenings. And yet, that was LARDBAK'S record for last year. Surprising and satisfying to many modern packers were the substantial savings that accompany its use.

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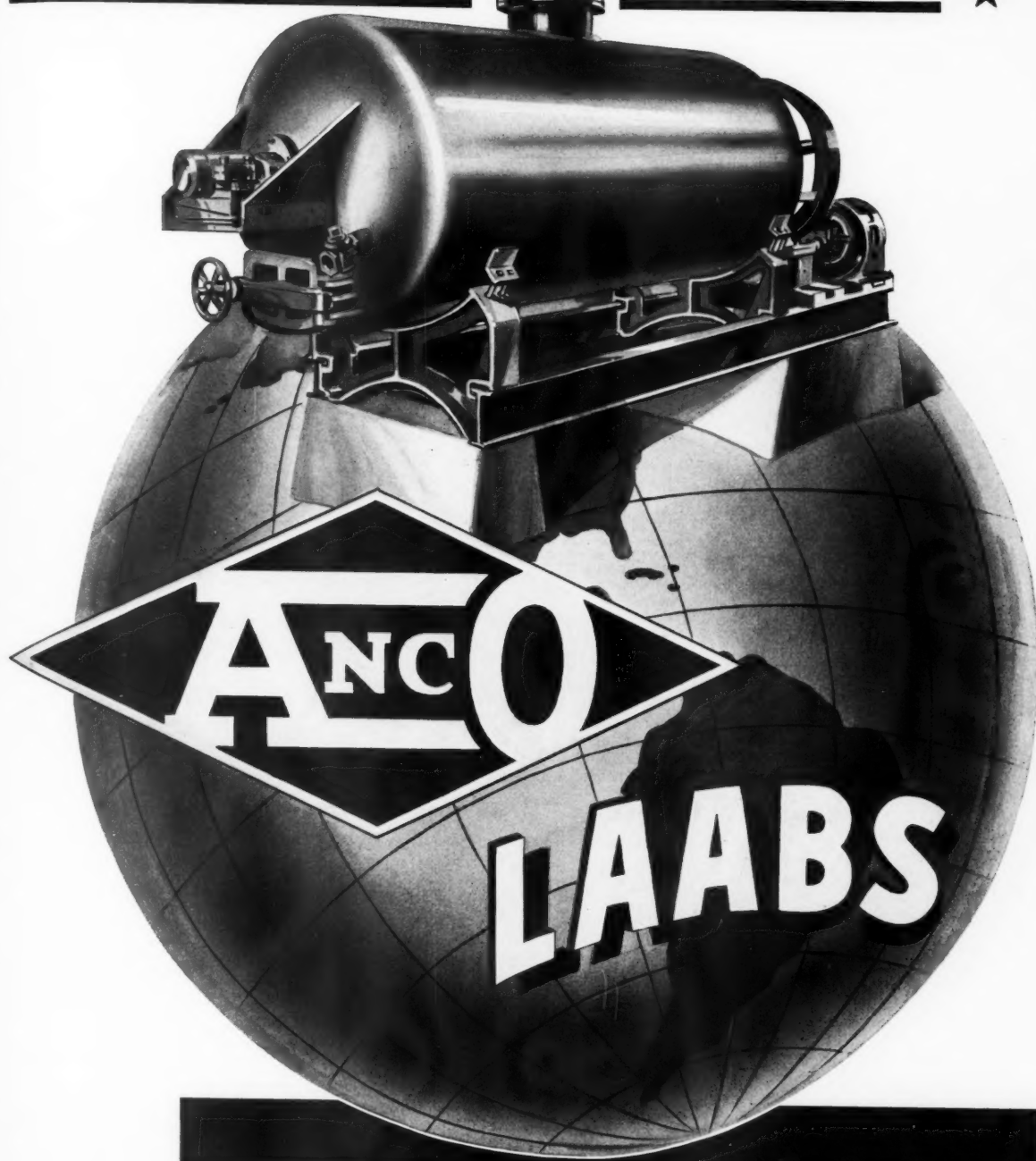
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For those who prefer dry sausage mild or for those who like it "hot," there's a Circle U product to please. We're proud of the fact that we have a type for every taste preference.

There's a good source of profit in Circle U dry sausage for packers, provisioners, wholesalers and manufacturers. The entire line enjoys a prestige and acceptance you'll be glad to carry. Drop us a line for more information.



**"CIRCLE U
APPEALS TO
EVERYBODY!"**

OMAHA PACKING COMPANY • CHICAGO



